CONTENTS

CHAPTER NO.	TITLE	PAGE NO.
I	INTRODUCTION	1
	1.1 Insurance Overview	1
	1.2 History of Insurance	2
	1.3 Origin of Life Insurance in India	4
	1.4 Formation of Life Insurance Corporation of India	6
	1.5 Review of General Economic Environment	8
	1.6 Insurance Sector Reforms	9
	1.7 Insurance Regulatory Authority	16
	1.8 Appraisal of Life Insurance Industry In India	17
П	REVIEW OF RELATED STUDIES	23
	2.1 Empirical Studies	23
	2.2 Theoretical Reviews	36
III	RESEARCH METHODOLOGY	
	3.1 Statement of Problem	57
	3.2 Objectives of the Study	58
	3.3 Organisation of the Study	59
	3.4 Period of the Study	59
	3.5 Sampling Design	59
	3.6 Data Collection	60
	3.7 Determinants for assessing the overall performance of Life Insurance Sector	61
	3.8 Tools for Analysis	63
	3.9 Limitations of The Study	63

CHAPTER NO.	TITLE	PAGE NO.
IV	ANALYSIS AND INTERPRETATION	
	4.1 Analysis of overall performance of Life Insurance Corporation of India and the impact of privatization	64
	4.1.1 Performance of LIC	64
	4.1.2 Productivity of LIC	120
	4.1.3 Investment portfolio of LIC	144
	4.2 Analysis of the private life insurers and their comparison with the public Life insurance sector:	155
	4.2.1 Performance of private life insurers in India and the comparative study.	155
	4.2.2 Productivity of private life insurers in India and the comparative study.	178
	4.2.3 Investment portfolio of private life insurers in India and the comparative study.	200
V	FINDINGS, SUGGESTIONS AND CONCLUSION	
	5.1 Findings	210
	5.2 Suggestions	221
	5.3 Conclusions	227
	5.4 Scope for further research	228
	BIBLIOGRAPHY	

LIST OF TABLES

TABLE NO.	TITLES	PAGE NO
1.1	India's Profile & Insurance Market in India	10
1.2	International Comparison (Insurance Density)	11
1.3	International Comparison (Insurance Penetration)	12
1.4	Growth of GDP, Gross Domestic Savings in India	13
1.5	Insurance Penetration : International Comparison	13
1.6	Insurance Density : International Comparison	14
1.7	Appraisal of LIC Performance from nationalisation till sectoral reforms	18
1.8	Registered insurers In India	20
3.1	List of private insurance companies in India as on 2007-08	60
4.1	New Business in India	66
4.2	Trends in New business in India	68
4.3	New Business Outside India	71
4.4	Trends in New business outside India	72
4.5	Business Inforce in India	73
4.6	Trends in Business in force in India	75
4.7	Business Inforce outside India	76
4.8	Trends in business in force outside India	78
4.9	New rural business	79
4.10	Trends in New rural business	81
4.11	Share of Rural business to Total business	82
4.12	Trends in share of rural business to total business	83
4.13	New Business under Group Insurance	85
4.14	Trends in New Business under Group Insurance	86
4.15	Business Inforce under Super Annuation Scheme	87
4.16	Trends in Business Inforce under Super Annuation Scheme	89
4.17	Growth in Active Agents	90
4.18	Trends in growth of Active Agents	92

TABLE NO.	TITLES	PAGE NO
4.19	Composition of Income	93
4.20	Trends in composition of income	94
4.21	Average Sum Assured per policy	96
4.22	Trends in Average Sum Assured per policy	97
4.23	Ratio of First Insurance to Total insurance completed(Number of policies)	98
4.24	Trends in ratio of First Insurance to Total insurance completed(Number of policies)	100
4.25	Ratio of First Insurance to Total insurance completed(Sum Assured)	101
4.26	Trends in ratio of First Insurance to Total insurance completed(Sum Assured)	102
4.27	Life Fund	103
4.28	Claims Settled during the year	104
4.29	Trends in claims Settled during the year	105
4.30	Percentage of net lapses to mean life insurance business in Force	107
4.31	Analysis of Utilisation Of Income (In percentage)	108
4.32(a)	Rotated Factor Loadings	109
4.32(b)	Clustering of Sources of Income into factors	110
4.33(a)	Intercorrelation Matrix -New Business In India	112
4.33(b)	Intercorrelation Matrix -New Business Out of India	113
4.33(c)	Intercorrelation Matrix –Business In Force of India	114
4.33(d)	Intercorrelation Matrix –Business In Force Out of India	115
4.33(e)	Regression Model for Premium Income	116
4.33(f)	Intercorrelation Matrix- Life Insurance Fund	118
4.33(g)	Path coefficient analysis-Direct & Indirect effect of Explanatory variables	119
4.34	New Business per Branch	122
4.35	Trends in new business per branch	123
4.36	New Business per Active Agent	124
4.37	Trends in new business per active agent	125

TABLE NO.	TITLES	PAGE NO
4.38	Number of Policies per Branch	126
4.38(a)	Trends in Number of Policies per Branch	127
4.39	Number of Policies per Active Agent	128
4.40	Trends in Number of policies per active agent	129
4.41	Premium Income per Branch	130
4.42	Trends in Premium Income per branch	131
4.43	Premium Income per Agent	132
4.44	Trends in premium Income per Agent	133
4.45	Ratio of Expenses to Premium Income	134
4.46	Trends in ratio of Expenses to Premium Income	135
4.47	Complaints per Thousand Mean Number of Policies in Force	137
4.48	Trends in Complaints per Thousand Mean Number of Policies in Force	138
4.49	Percentage of Outstanding claims to Total claims payable	139
4.50	Trends in number of Outstanding claims	140
4.51	Members of Various Agents Clubs	143
4.52	Trends in members of Various Agents Clubs	143
4.53	Loans Advanced to Various Developmental activities	148
4.54	Trends in loans Advanced to various Developmental activities	150
4.55	Composition of Investments as per IRDA Guidelines	152
4.56	Trends in Composition of Investments as per IRDA Guidelines	153
4.57	LIC's contribution towards Five year Plans	154
4.58	Total life Insurance Premium (Rs. In Crores)	156
4.59	Market share of Total premium	157
4.60	First year Premium (Rs. In Crores)	159
4.61	Market share of First year Premium of Life Insurers	160
4.62	First Year, Single, Renewal and Total Premium	162
4.63	New Policies Issued & its Growth rate	163
4.64	Market share in terms of New Policies issued	164
4.65	Business Inforce in Terms of Number of Policies	166

TABLE NO.	TITLES	PAGE NO
4.66	Business Inforce in Terms of Sum Assured (Rs. In Crores)	168
4.67	Number of Life Insurance Offices	169
4.68	Number of licensed Agents of Insurers (New & Renewed)	171
4.69	Growth rate of Number of agents of life insurers in India	172
4.70	Lapsation rate in terms of Number of Policies and Sum Assured	173
4.70(a)	Analysis of variance for Lapsation Rate (Sum Assured)	174
4.70(b)	Mean Lapsation (Sum Assured)	175
4.71	Lapsation ratio(In Percentage)	176
4.72	Solvency ratio	177
4.73	Premium Income per Branch (Rs. In crores)	180
4.74	Premium Income per Agent (Rs. In crores)	182
4.75	Business In Force per Agent	184
4.76	Business In Force per Branch	186
4.77	Number of Policies per agent (In 000's)	188
4.78	Number of Policies per Branch(In 000's)	190
4.79	Operating Expenses (Rs in Lakhs) & Growth rate	191
4.80	Operating Expenses Ratio	192
4.81	Profit status of Life Insurers in India	194
4.82	Dividend paid (Rs in Lakhs) and Growth Rate	196
4.83	Status of Grievances against Life Insurers	198
4.84	Equity Share Capital of Insurance companies (Rs. In Crores)	201
4.85	Investments of Insurers & Percentage Growth (Rs. In Crores)	203
4.86	Investments of Insurers (Rs. In Crores)	204
4.87	Proportion of Life Fund to Total Investment Fund	205
4.88	Pattern of Investments of Life Insurers in India	207

CHART NO.	TITLES	PAGE NO
1.1	Insurance Penetration in select countries of Asia-2008	14
1.2	Insurance Density in select countries of Asia -2008	14
4.1	New Business in India	67
4.2	New Business out of India	72
4.3	Business In force in India	74
4.4	Business In force out side India	77
4.5	New Rural Business	80
4.6	Share of Rural Business to Total Business	83
4.7	New Business under Group Insurance	85
4.8	Business in force under superannuation	88
4.9	Growth in Active Agents	91
4.10	Composition of income	94
4.11	Average Sum Assured per policy	96
4.12	Ratio of First insurance to Total insurance completed(No. of policies)	99
4.13	Ratio of First insurance to Total insurance completed(sum assured)	101
4.14	Life Fund	103
4.15	Claims Settled During the Year	105
4.16	Percentage of Net Lapses to Mean Life Insurance Business in force	107
4.17	New Business per Branch	123
4.18	New Business Per Active Agent	125
4.19	Number of policies per Branch	127
4.20	Number of policies per Active Agent	129
4.21	Premium Income per Branch	131
4.22	Premium Income Per Agent	133
4.23	Complaints per Thousand Mean Number of Policies in Force	137
4.24	Outstanding Claims to total claims payable	140

CHART NO.	TITLES	PAGE NO
4.25	Loans advanced to various Developmental activities	149
4.26	Market Share of Total Premium of Life insurers	158
4.27	Market Share of First Year Premium	160
4.28	Market share of single premium of Life insurers	162
4.29	Market share of Renewal Premium of Life insurers	162
4.30	Market share of New policies issued	164
4.31	Market share of Number of licensed offices	170
4.32	Number of Licensed agents of Life insurers	170
4.33	Premium Income Per Branch	179
4.34	Premium Income per Agent of Indian Life Insurers	181
4.35	Business In force per Agent	183
4.36	Business In force per Branch	185
4.37	Number of policies per Agent	187
4.38	Number of policies per Branch	189
4.39	Operating expenses ratio	192
4.40	Profit status of life insurers in India	194
4.41	Dividend paid and its growth rate	196
4.42	Equity share capital of Insurance companies	202
4.43	Investments of Insurers in India	203
4.44	Proportion of Life fund to Total investment fund	205