

## PRINT- COVERAGE

S.No.	September, 2021	Publication	Headline	Page No.
1	06 <sup>th</sup> September, 2021	Mint	Article on Health Insurance riders with a special mention of Care Health Insurance	11

# Will health insurance riders make sense when the pandemic abates?

The decision to include a rider in one's health insurance policy should be based on specific requirements alone

Navneet Dubey  
navneet.d@livenint.com

**H**ospitalization costs at all major private hospitals have increased by up to 20% over the past 16-18 months, according to data provided by Policybazaar.com. This has happened owing to increased consumption of consumables such as PPE kits and syringes, and the addition of sanitization charges in the wake of covid.

Consumables, sometimes, are not covered under insurance companies' underwriting guidelines. And, as a health insurance policy holder, you should be aware that your insurer may or may not cover consumables.

In such a situation, is it necessary to buy health insurance riders?

"Before covid-19, consumables accounted for roughly 3-5% of hospital expenditures; but now the share of consumables in hospital bills has risen to a staggering 25-30%. This has put countless families in financial distress across the country, forcing them to take out loans or seek help from relatives and friends to pay their hospital expenses," said Amit Chhabra, head-health insurance, Policybazaar.com.

Fortunately, given the significantly high proportion of consumables in hospital bills, insurers have begun to offer riders that can be purchased in addition to base health policies to cover the cost of consumables in your hospital bills.

"For the time being, Care Health Insurance and Max Bupa Health Insurance provide such riders. Both cost about 5% of the base plan premium and can be added to any Care Health Insurance or Max Bupa Health Insurance policy to cover consumables and non-payable items such as belts, gloves, braces, masks and spi-



rometers," Chhabra said.

Other add-ons that can be included in your health policy are accidental death benefit rider, critical illness rider, maternity rider, outpatient department (OPD) rider and a permanent disability rider.

**Pros:** Having a rider can give you extensive control on your out-of-pocket expenses while making a claim. The main advantage of having a rider is that it is affordable and provides extra coverage under the base health policy. However, policyholders must be very cautious while choosing riders in a health policy.

**Riders can help insurance policy owners save big on their out-of-pocket expenses during hospitalization**

**Cons:** The primary disadvantages of having a rider are a slight increase in premiums, limits on the coverage and the waiting period. For instance, most insurance companies have limits on coverage for the maternity benefit rider, and certain conditions must be met to avail of the benefits. Therefore, it is necessary to ensure that the product being bought is aligned with buyer requirements.

John Mayne, executive director, Coverfox said, "Some specialized riders might prove to be expensive. For example, OPD covers are generally heavy on the wallet, cost-

ing 15% of the base premium. Yearly OPD costs might be lower than the additional cost that you pay for adding the rider."

Further, Subramanyam Brahmajoyla, head - reinsurance and product development, SBI General Insurance Ltd, said, "A comprehensive insurance policy, even if it costs you a little more, will give you peace of mind that you are fully covered, whereas with a basic health policy with a number of riders you would need to evaluate each one carefully to decide which is appropriate and it is possible that there could be gaps in coverage, which would be evident only at the time of a claim."

**Pricing:** Various riders can help insurance buyers save significantly on their out-of-pocket expenses during

hospitalization. For instance, suppose you bought a health insurance policy of sum insured ₹5 lakh for a premium of ₹7,000. If you add a HopsiCash insurance rider to your policy, you will get a fixed amount benefit (₹1,000-₹5,000) per day of hospitalization. HopsiCash covers policyholders for hospitalization expenses for up to 30 days.

You can add this rider for an approximate cost of less than ₹500.

Mayne said, "Riders on average cost 5-15% of the base premium. From a regulatory perspective, the Insurance Regulatory and Development Authority of India (Irdi) has capped the costs of any rider at 30% of the base premium."

**Choosing riders:** Rakesh Goyal, director, Probus Insurance, said, "First, we must understand what consumables are and how the cost has escalated in the last one-and-a-half years. Typically, they are medical equipment discarded after use. Since last year, as covid-19 cases increased in the country, even the cost of consumables went up. In the months to come, as things come back to normal, we might see the cost of consumables coming down." Thus, the decision of adding a rider to one's health insurance policy should be based on specific needs.

Mayne said, "It is advisable to add riders such as HopsiCash or room rent waiver in your base health policy, as they may prove beneficial in times of need. Specific coverage, such as critical illnesses, can be covered under your health insurance policy by adding a particular rider based on individual need gaps. But riders such as OPD cover have various limitations on use. So, policy buyers looking for these benefits should go with policies that cover these riders as 'in-built cover' under their base health plans."

S.No.	September, 2021	Publication	Headline	Page No.
2	06 <sup>th</sup> September, 2021	Mint	Comparison and ranking of Care Health Insurance's premium with competitors.	11

Life insurance term plan premium				Health insurance premium			
Male: 30 Years, Sum Insured – ₹1 crore, Cover up to – 70 Years							
Insurance company	Plan name	Maximum cover up to (Years)	Annual premium ₹	Insurer name	Key features	Plan names	Premium (₹)
LIC OF INDIA	Tech Term*	80	14,122	Care Health	Day Care Treatments	NCB Super Premium	9,092
Aditya Birla Capital	Life Shield Plan	85	12,998		Family Floater option	Care	8,265
Aegon Life	iTerm Insurance Plan	100	9,114		Health Checkups	Care with unlimited recharge	8,885
Bajaj Allianz	Smart Protect Goal	85	10,911		Pre and Post Hospitalisation Coverage	NCB Super Premium with UAR	9,712
Bharti AXA	Premier Protect Plan	75	11,092**	Max Bupa Health	Day Care Treatments	Health ReAssure	9,590
Canara HSBC OBC	iSelect Star Term Plan	99	11,605		Hospitalization at Home	Health Pulse Enhanced	10,696
HDFC Life	Click2Protect Plus	85	12,601		Family Floater option	Health Companion	9,862
KICL Prudential	iProtect Smart	99	15,628		Alternate Medicine	Go Active	11,747
India First Life	e-Term Plan	80	8,260	Star Health	Family Floater option	Medi Classic	9,661
Kotak Life Insurance	Kotak e-Term Plan	75	9,558		Restoration of cover	Star Comprehensive	11,476
Max Life Insurance	Smart Term Plan	85	11,800***		Wellness Benefits	Young Star Gold Plan	8,389
PNB Met Life	Mera Term Plan Plus	99	12,272			Young Star Silver Plan	7,133
Reliance Nippon Life	Digi Term	80	11,012	Aditya Birla Health	Day Care Treatments	Activ assure Diamond	7,919
SBI Life	eShield	80	15,070		Day 1 coverage	Activ Health Platinum Enhanced	9,074
TATA AIA Life	Maha Raksha Supreme	100	12,980		Day 1 coverage	Activ Health Enhance ( Diabetes )	17,912
					Day 1 coverage	Activ Health Enhance ( Asthma )	13,170
				Kotak General	Day 1 coverage	Activ Health Enhance ( Hypertension )	19,889
					Day 1 coverage	Activ Health Platinum Essential	7,474
					Day 1 coverage	Activ Health Essential ( Diabetes )	15,072
					Day 1 coverage	Activ Health Enhance ( Asthma )	11,240
				Chola MS General	Hospital Room Eligibility	Kotak Health Care-Premium (incl optional pack 1)	8,738
					Pre and Post Hospitalisation Coverage		
					Day Care Treatments		
					Day Care Treatments	Flexi Health	7,807
				TATA AIG	Hospital Room Eligibility		
					Pre and Post Hospitalisation Coverage		
					Day Care Treatments		
					Day Care Treatments		
				Universal Sampo General	Hospital Room Eligibility		
					Pre and Post Hospitalisation Coverage		
					Day Care Treatments		
					Day Care Treatments		
				Rabaja QBE	Hospitalization at Home		
					Hospital Room Eligibility		
					Alternate Medicine		
					Alternate Medicine		
				Edelweiss General	Day Care Treatments		
					Hospitalization at Home		
					Hospital Room Eligibility		
					Alternate Medicine		
				Liberty General	Day Care Treatments		
					Hospitalization at Home		
					Hospital Room Eligibility		
					Alternate Medicine		
				Oriental Insurance	Pre and Post Hospitalisation Coverage		
					Day Care Treatments		
					Hospitalization at Home		
					Hospitalization at Home		

\*Maximum policy term is 40 years | \*\*Bharti AXA coverage upto 65 years for age 30 years  
\*\*\*Max Life offers additional 5% discount for first year

Data as on August 31, 2021

Source: LIC of India, www.policybazaar.com

For a 30-year-old male, non-smoker, for sum insured of ₹10 lakh living in a metro city

S.No.	September, 2021	Publication	Headline	Page No.
3	15 <sup>th</sup> September, 2021	Mint	Article on Universal Health cover with a special mention of Care Health Insurance.	02

# Universal health cover remains distant dream

HOWINDIALIVES.COM

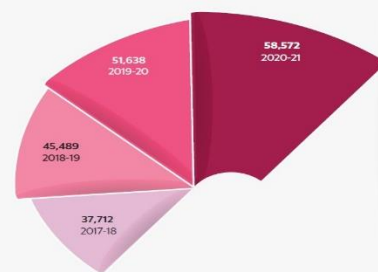
**H**istorically, Indians have had poor access to health insurance. While covid-19 has certainly nudged more Indians to get health covers, universal coverage still remains a distant objective. Individuals' wariness in buying a health cover, and companies in selling it, limit the adoption rate. For individuals, the circumspection comes from affordability. For some insurers, it comes from the devastation caused by covid-19, which has also hurt their financials.

According to India's insurance regulator, only 498 million Indians (about 35%) had health insurance in 2019-20. Of this, 362 million were covered via the government's Pradhan Mantri Jan Arogya Yojana, which comes with coverage limits and issues of access to quality healthcare. The remaining 136 million, or about 10% of the country's population, were covered either by the organization wherein a member of a family worked for, or by themselves.

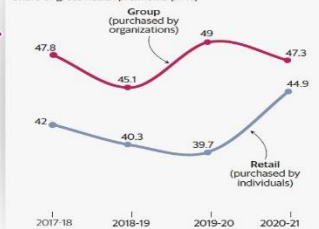
Data on how this number has moved during the pandemic is not available yet. However, data from the General Insurance Council, an industry body, shows ₹58,572 crore was paid as health premiums by policyholders in 2020-21, which included the first wave of the virus. This amounted to a year-on-year increase of 13%, the same as in 2019-20.

A growing chunk of the premiums is coming from the retail set, which shows rising propensity of individuals to cover themselves rather than relying on their employers. In 2020-21, this share was 45%, the highest in four years. Meanwhile, in the first four months of 2021-22, which included the second covid-19 wave, total health premiums increased by a brisk 34% on a year-on-year basis. While this would have added a few millions to the population covered, India still needs to bring 700-800 million more people into this fold.

**Indians are paying more in health premiums every year, but the growth rate is not super-normal**  
Gross premiums paid for health insurance policies (₹ crore)



**The share of individuals in health premiums has increased during the pandemic**  
Share of gross health premiums (in %)



Source: General Insurance Council

## Push to Pull

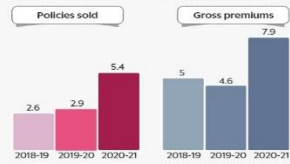
**ANOTHER DATA** point that shows rising individual adoption of health insurance is how plans are being bought. The three main sales channels—insurance brokers, insurers and individual agents—accounted for 86% of health policies sold, and 77% of health premiums collected in 2020-21. While insurance brokers held on to their share, the other two saw a marginal decline over 2019-20.

One reason was the emerging online sales channel, which is serviced by the likes of policybazaar.com and coverfox.com.

They are aggregators—they sell plans of multiple insurers—as well as sellers. In health insurance, the share of online policies sold has increased from 2.6% in 2018-19 to 5.4% in 2020-21. Its share in health premiums is even higher at 7.9%.

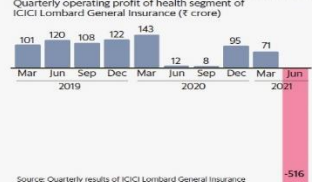
The changing trend underscores the evolution of health insurance from a push product (sold aggressively by individual agents) to a pull product (bought by individuals).

**Rising share of Internet purchases shows health plans are becoming a pull product**  
Share of internet channel in health plans sold (in %)



Source: General Insurance Council

**ICI Lombard weathered the first wave, but was hit severely by the second wave**  
Quarterly operating profit of health segment of ICI Lombard General Insurance (₹ crore)



Source: Quarterly results of ICI Lombard General Insurance

## Covid Losses

**FOR INSURERS**, the covid-19 pandemic has come both as a boon and a bane. On the one hand, the unpredictability and the harm caused by the virus have done more to impress upon individuals the necessity of health insurance as a risk-mitigation tool. On the other hand, the rush in hospitalization claims arising from the pandemic has dented profitability.

In the past, health had been a profitable business for private insurers. The pandemic has changed this. Overall health claim numbers during the pandemic are not available, but a lot can be gleaned from the quarterly results of ICI Lombard General Health Insurance, a listed company. In 2019-20, it made an operating profit of ₹193 crore from its health portfolio. During the first wave, its profits dropped significantly, but it was still profitable. However, in the quarter that saw the second wave, the insurer registered an operating loss of ₹516 crore in its health portfolio.

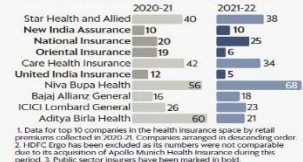
## Degrees of Growth

**WITH FEARS** of a third wave, covid-19 remains a potent threat to the health business of insurers in the near term. The question facing them is how much they are willing to stretch now to acquire new customers for the long term at the risk of seeing a short-term spike in claims due to covid-19.

Among the top 10 insurers by premium share in the retail health segment, several private ones have registered brisk growth during the last 18 months or so. These include market leader Star Health, Care Health, Niva Bupa Health and Aditya Birla Health. The four public sector insurers, which lose money on their health portfolio in normal times, trail their private peers on growth. Covid-19 is likely to increase coverage. But given that not more than 10% Indians have health cover, and only 10-15% is through insurers, the distance to cover remains huge.

*www.howindialives.com is a database and search engine for public data.*

**Top private insurers have grown faster than public ones during the pandemic**  
Year-on-year change in retail health premiums (in %)



1. Data for top 10 companies in the health insurance space by retail premium collected in 2020-21. Companies arranged in descending order. 2. HDFC Ergo has been excluded as its numbers were not comparable due to its acquisition of Apollo Munich Health Insurance during the period. 3. Public sector insurers have been marked in bold.

Source: General Insurance Council

AHMED RAZA KHAN/MINT



S.No.	September, 2021	Publication	Headline	Page No.
4	19 <sup>th</sup> September, 2021	The Hindu Business Line	Article on importance of Travel Insurance during pandemic with a special mention of Care Health Insurance.	09

# No tripping, with travel insurance

Besides health-related risks, uncertainty may extend to travel disruptions due to restrictions

SAI PRABHAKAR YADAVALLI  
BI Research Bureau

International travel is opening up, but the widespread Covid pandemic has made travel insurance an absolute necessity for responsible travel today. Apart from the obvious health-related risks, the uncertainty also extends to travel disruptions caused by Covid restrictions in destinations and or in transit airports.

The basic travel insurance covers can be divided into medical and non-medical covers. The medical cover includes medical expenses on sickness or accident in destinations, accidental death, cash on hospitalisation, personal liability and even dental treatment, excluding pre-existing conditions. The non-medical covers typically covers baggage related delays or loss, lost passports, hotel/airline cancellations or delays and repatriation of mortal remains. Today, even as most of the existing covers, medical or non-medical, encapsulate risks arising from Covid-related conditions, most insurance policies have explicitly included Covid situations in their policy wordings in a bid to eliminate confusions to the retail buyer.

## Covid-induced covers, add-ons

While travellers gear up to expect the unexpected in a post-Covid world, insurance companies too have warmed up to the new reality.

Beginning with an option to defer or cancel travel insurance without additional charge - announced in early April-2020 - insurance plans now comprehensively cover risks specific to Covid. Upon being diagnosed with Covid-19 during a trip, under accident and sickness clause, medical expenses would be covered up to the sum insured. But this can be claimed only under hospitalisation for most policies. Out-patient treatment coverage is offered only in select plans. Care Health Insurance, for instance, offers it. The other two



Covid related risks arise from either trip cancellation or curtailment. Travel insurance policies with Covid cover reimburse 'non-refundable unused service costs', including hotel or airline bookings when trips are cancelled due to Covid. If the insured travel companion or immediate family member is diagnosed with Covid-19 prior to the trip, bookings done prior to being diagnosed with Covid are reimbursed up to a certain limit of the sum insured. On being diagnosed with the Covid infection during the trip, similar unutilized non-refundable services can be reimbursed.

Also, additional accommodation and travel expenses incurred due to trip interruption, subject to the sum insured limit are covered as mentioned by Tata AIG. HDFC Ergo travel insurance also provides for hotel accommodation to isolate or quarantine, if one is tested positive during travels. While most policies allow for automatic extension of policy period if a lockdown is imposed in destination regions, ICICI Lombard covers additional lodging and boarding expenses on account of a companion being hospitalized as well. Some plans allow for continued treatment even after policy expires. Tata AIG plans for in-

stance, offers coverage to date of discharge or 60 days post expiry of the policy.

## Costs

Pricing primarily depends on trip duration, frequency (multi trip or single trip) and age of the insured. For a 30-year old travelling to the USA for a single trip of 30 days today, the premiums range from ₹1,508 to ₹2,839 (sourced from Policybazaar.com) for a sum insured of US\$ 100,000.

Individual needs have to be kept in mind in choosing the right travel policy. For instance, Tata AIG (Travel Guard Silver Plus) comes with a higher premium of ₹2,069 and does not provide hospital cash benefit but does provide US\$750 for financial emergency assistance. Reliance General Insurance (Reliance Silver) offers a 'compassionate visit' feature where a family member can come to the aid of the insured when he/she falls sick when travelling. For a 30-year old travelling to the US for 30 days, the premium comes to ₹1,688 here.

## Points to note

The need for travel insurance today becomes more pressing when considering

the individual travel restrictions imposed by many countries. Travel to Dubai for instance will require two RT-PCR tests, one before travel and one after reaching the destination. The test must be conducted 48 hours before departure and self-isolation is mandated till the test report is out. Entry to most European countries on the other hand requires proof of negative test result from 72 hours before departure, proof of vaccination with EMA-approved vaccine (Covishield vaccine in Indian context) or proof of recovery from latest infection.

Travel insurance becomes vitally important to navigate such regulations - especially for the test to be conducted 72 hours before departure, as is seen with many country regulations. When the test turns out to be positive 2-3 days before travel, travel insurance cover with Covid protections will ensure minimizing travel related losses by helping reimburse airlines, hotels and other allied deposits that would have been incurred. Any positive test report after reaching destination can also be handled smoothly with travel insurance. With test positivity rate ranging from 5-40 per cent, the risk is not small enough to be ignored for essential travel.



## BON VOYAGE

When the Covid test turns out to be positive 2-3 days before travel, travel insurance cover with Covid protections will ensure minimizing travel related losses



Scan & Share

S.No.	September, 2021	Publication	Headline	Page No.
5	20 <sup>th</sup> September, 2021	The Times Of India	Article on rising group health cover costs in wake of present situation with a special mention of Care Health Insurance.	11

# Group health covers' cost up 40%

Mamtha.A@timesgroup.com

**Chennai:** Rising Covid claims are pushing up the cost of group health insurance for employers by 25%-40% in the wake of the second wave of the pandemic. This, even as new demand for employee health cover is coming from smaller employers like small and medium-sized enterprises (SMEs) and MNCs with less than 50 employees.

Small business owners are realising that the Employees' State Insurance Corporation (ESIC) programme under which they are covered is inadequate and are opting for commercial group cover. Both Star Health & Allied Insurance MD S Prakash and SBI General Insurance head (product development) Subramanyam Brahmajosyula said that they are seeing 40%-50% growth in SME business compared to last year. Companies that have adopted the full

## PANDEMIC BOOSTS DEMAND

> Premiums are rising as Covid's 2nd wave has made health insurance less profitable

> At the same time, small business owners have realised that the Employees' State Insurance Corp is not enough

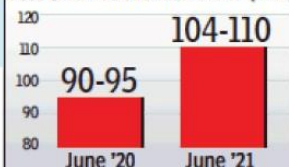
> As a result, most are now going for commercially available group covers, pushing demand for such policies

> For cos using WFH model, the

work-from-home model get a relatively lower hike on premium as risk exposure is lower as well as claims raised.

"On an average, we have recorded a 30% rise in the premium price of group health policies as compared to the previous year. On requests, we provide add-on covers where tele-medical consultations and elderly care are covered, against an additional

Loss claim ratio for health biz (in %)



premium has not increased much as risk is deemed to be less

> If demand remains robust, price hike could be in 12-17% range, else it would reach 30-40%

premium. This also includes consultations for mental illnesses," said Future Generali India Insurance chief operating officer Shreeraj Deshpande.

Insurtech company Vital's co-founder Jayan Mathews said, "Since the pandemic outbreak, employees expect an inclusive and cost-effective group health policy which covers post-Covid ef-

fects—including counselling for mental health and wellness. There is an added pressure on employers to provide inclusive wellness care for employees who work from home."

Vital co-develops the insurance cover with Care Health Insurance and integrates with healthcare platforms for wellness benefits. The rise in premium is because the second wave has made health insurance less profitable. The loss claim ratio for group health business stands above 100%, that is, 104-110% in June 2021, as against 90%-95% in June 2020.

The fresh demand is cushioning the price rise. "A high demand could lead to a minimum price revision of 12%-17%, where it could go up to 30%-40% if there is not much pickup in demand," said Nilanjan Roy, who heads group business at ManipalCigna Health Insurance.



S.No.	September, 2021	Publication	Headline	Page No.
6	27 <sup>th</sup> September, 2021	Business Standard	Comparison and ranking of Care Senior – Care Health Insurance's comprehensive plan for Senior citizens, with competitors.	11

# Limit co-pay in senior citizen plan to 10%

Use super top-up and critical illness plan to further bolster your health insurance portfolio

BINDISHA SARANG

While the threat from the Covid-19 pandemic has reduced, it has not gone away entirely. A third wave remains a distinct possibility. In such a scenario, buying health insurance for the vulnerable, like senior citizens, has become a necessity. As S Prakash, managing director, Star Health and Allied Insurance, says, "Health insurance for seniors is now an essential need, at par with food, clothing and shelter."

## Normal or dedicated plan?

Senior citizens can purchase the normal comprehensive health insurance plans that insurers offer (individual or floater). Many insurers also offer dedicated plans for senior citizens.

Prakash says, "Individual and family floater covers are available up to the age of 65. Those above 65 need to go for a senior citizen policy."

Senior citizens (between 60 and 65) who don't suffer from any ailment should first try to purchase a normal individual or floater cover. Those suffering from an ailment or two have a better chance of getting covered if they apply for a dedicated senior citizen plan.

## Should you opt for co-pay?

Co-pay is the percentage of the claimable hospital bill that the insured has to pay out of his own pocket. Most senior citizen plans offer this feature.

Mayank Bathwal, chief executive officer (CEO), Aditya Birla Health Insurance, says, "The co-payment option allows the insured to keep the premium low."

Co-payment usually ranges from 10 to 30 per cent. Manish P Hingar, founder, Fintoo says, "If you opt for co-pay, and the bill is high, the amount you have to pay can be unexpectedly high. So, it is advisable to avoid this feature." If you go for it, limit it to 10 per cent.



## COMPREHENSIVE PLANS: COSTLIER BUT FEATURE-RICH

Insurer	Senior citizen health insurance	Annual premium (₹)*
● Star Health and Allied Insurance	Senior Citizen Red Carpet	26,550
● Care Health Insurance	Care Senior	25,828
● Aditya Birla Health Insurance	Activ Care Standard	24,202

Insurer	Comprehensive health insurance	Annual premium (₹)*
● Bajaj Allianz General Insurance	Individual Health Guard	39,884
● Aditya Birla Health Insurance	Activ Health Platinum Enhanced	31,927
● Star Health and Allied Insurance	Star Comprehensive	30,881
● Care Health Insurance	Care	25,265

\*Premiums are for ₹10 lakh sum insured

Source: Policybazaar

## Augment cover with super top-up

Purchasing health insurance gets difficult after 60. Senior citizens who are unable to get a health cover can create a health corpus of, say, ₹5 lakh or ₹10 lakh and supplement it with a super top-up, which is easier to get. Bathwal says, "You can avail of a super top-up even if you don't have a health policy. Once the deductible is paid by you, the super top-up policy is activated for subsequent claims."

While senior citizens require a larger cover, purchasing a high sum insured for them is expensive. Instead of hiking the sum insured of the base plan, they should explore buying a super top-up. Gurdeep Singh Batra, head-retail underwriting, Bajaj Allianz General Insurance, says, "Opt for a super top-up cover, in addition to the base cover, to cope with increasing medical costs."

Do so after comparing the cost of the two options — hiking base cover versus buying a super top-up — and go for the latter if it saves you money.

Amit Chhabra, head-health insurance, Policybazaar.com, says, "Buy the base policy and the super top-up from the same insurer." Doing so makes it simpler to make a claim.

## Critical illness policy for high expenses

A critical illness usually burns a big hole in the pocket, so senior citizens should consider buying a critical illness plan. Bathwal says, "A critical illness cover makes a lump sum payout on the detection of one of the covered ailments. The payout is not based on the actual cost of treatment." This amount can be used to meet a variety of expenses not covered by the base health cover.

This policy should be purchased only after buying an adequately large base cover. Naval Goel, founder & CEO, PolicyX.com, says, "An adequate base cover is essential to take care of the hospitalisation cost arising due to multiple diseases. A critical illness cover kicks in only when the policyholder is diagnosed with an illness covered by the policy."

If a person has to pay a bill of ₹5 lakh and the base cover is for ₹3 lakh only, he will have to pay ₹2 lakh out of his own pocket. Goel says, "The critical illness policy or rider will not come into play in such a case."

## Is a disease-specific cover advisable?

A senior citizen should first buy a base cover. To cope with medical inflation, he should boost the sum insured on the base cover or buy a super top-up. In addition, he may buy a critical illness plan as safeguard against the massive expenditure such an illness entails.

A senior citizen who is unable to purchase these covers may opt for a disease-specific cover. According to Batra, "Dedicated plans can be bought by those who have a family history of diseases like diabetes or cancer."

These policies usually don't require a medical check-up and can be bought even by someone who has already suffered from a disease. Rishad Manekia, founder and managing director, Kairos Capital says, "If someone has a specific illness, he can opt for a disease-specific plan. A diabetic may, for instance, opt for a dedicated plan that covers this ailment."

## Other key parameters

Claim settlement ratio indicates the number of claims paid by the insurer out of the total number of claims received in a year. Senior citizens should opt for an insurer that has a claim settlement ratio of 90 per cent or above.

Another crucial parameter is the waiting period for pre-existing diseases (PEDs). It usually ranges from two to four years. Policies with lower waiting period of one year are also available and should be preferred.

Many senior citizens have to undergo treatment at home in case of a prolonged illness. Chhabra says, "Go for a plan that covers the cost of hospitalisation at home."

Check if you will have to undergo a health check-up at the time of purchase. Some insurers offer a senior citizen policy even without it. Prakash says, "We don't do pre-acceptance screening. You just have to fill a self-declaration proposal form." Make correct declarations to avoid claim rejection later.

## ONLINE COVERAGE

S.No.	September, 2021	Publication	Headline	Link
1	06 <sup>th</sup> September, 2021	Mint	Article on Health Insurance riders with a special mention of Care Health Insurance.	<a href="https://www.livemint.com/money/personal-finance/will-health-insurance-riders-matter-in-a-post-covid-world-11630869930304.html">https://www.livemint.com/money/personal-finance/will-health-insurance-riders-matter-in-a-post-covid-world-11630869930304.html</a>

### Will health insurance riders matter in a post-covid world?



PTI

4 min read · Updated: 09 Sep 2021, 09:01 PM IST

Navneet Dubey

The decision to include a rider in one's health insurance policy should be based on specific requirements alone



Hospitalization costs at all major private hospitals have increased by up to 20% over the past 16-18 months, according to data provided by Policybazaar.com. This has happened owing to increased consumption of consumables such as PPE kits and syringes, and the addition of sanitization charges in the wake of covid.

S.No.	September, 2021	Publication	Headline	Link
2	15 <sup>th</sup> September, 2021	Mint	Article on Universal Health cover with a special mention of Care Health Insurance.	<a href="https://www.livemint.com/insurance/news/covid19-has-spurred-health-insurance-but-universal-coverage-remains-far-away-11631598813942.html">https://www.livemint.com/insurance/news/covid19-has-spurred-health-insurance-but-universal-coverage-remains-far-away-11631598813942.html</a>

### Covid-19 has spurred health insurance, but universal coverage remains far away



According to India's insurance regulator, only 498 million Indians (about 35%) had health insurance in 2019-20. (Stock)

3 min read . Updated: 14 Sep 2021, 11:42 AM IST

[howindia.lives.com](https://www.howindia.lives.com)

- The pandemic has nudged more Indians to get health cover, but the distance to near-universal levels is huge. Affordability of health plans remains low and some insurers are guarded over the business impact of covid-19



Historically, Indians have had poor access to health insurance. While covid-19 has certainly nudged more Indians to get health cover, universal coverage still remains a distant objective. Individuals' wariness in buying health cover—and companies' in selling it—places limits on the adoption rate. For individuals, the circumspection comes from affordability. For some insurers, it comes from the devastation caused by covid-19, which has also hurt their financials.



S.No.	September, 2021	Publication	Headline	Link
3	19 <sup>th</sup> September, 2021	The Hindu Business Line	Article on things to keep in mind while getting Travel Insurance in current times, with a special mention of Care Health Insurance.	<a href="https://www.thehindubusinessline.com/pick-of-the-day/things-to-remember-while-insuring-travel-in-covid-times/article36537408.ece">https://www.thehindubusinessline.com/pick-of-the-day/things-to-remember-while-insuring-travel-in-covid-times/article36537408.ece</a>

## Things to remember while insuring travel in Covid times

Sai Prabhakar Yadavalli | BL Research Bureau | Updated on September 18, 2021










Besides health-related risks, uncertainty may extend to travel disruptions due to restrictions

International travel is opening up, but the widespread Covid pandemic has made travel insurance an absolute necessity for responsible travel today. Apart from the obvious health-related risks, the uncertainty also extends to travel disruptions caused by Covid restrictions in destinations and or in transit airports.

The basic travel insurance covers can be divided into medical and non-medical covers. The medical cover includes medical expenses on sickness or accident in destinations, accidental death, cash on hospitalisation, personal liability and even dental treatment, excluding pre-existing conditions. The non-medical covers typically covers baggage related delays or loss, lost

S.No.	September, 2021	Publication	Headline	Link
4	20 <sup>th</sup> September, 2021	The Times of India	Article on rising group health cover costs in wake of present situation with a special mention of Care Health Insurance.	<a href="https://timesofindia.indiatimes.com/business/india-business/group-health-covers-cost-up-40/articleshow/83759754.cms#:~:text=Cennai%3A%20Rising%20Covid%20claims%20are,with%20less%20than%2050%20employees">https://timesofindia.indiatimes.com/business/india-business/group-health-covers-cost-up-40/articleshow/83759754.cms#:~:text=Cennai%3A%20Rising%20Covid%20claims%20are,with%20less%20than%2050%20employees</a>

## Group health covers' cost up 40%

Mamtha Asokan / TNN / Jun 23, 2021, 04:00 IST

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Chennai: Rising Covid claims are pushing up the cost of group health insurance for employers by 25%-40% in the wake of the second wave of the pandemic. This, even as new demand for employee health cover is coming from smaller employers like small and medium-sized enterprises (SMEs) and MNCs with less than 50 employees.

Small business owners are realising that the Employees' State Insurance Corporation (ESIC) programme under which they are covered is inadequate and are opting for commercial group cover. Both Star Health & Allied Insurance MD S Prakash and SBI General Insurance head (product development) Subramanyam Brahmajosyula said that they are seeing 40%-50% growth in SME business compared to last year. Companies that have adopted the full work-from-home model get a relatively lower hike on premium as risk exposure is lower as well as the claims raised. "On an average, we have recorded a 30% rise in the premium price of group health policies as compared to the previous year. On requests, we provide add-on covers where tele-medical consultations and elderly care are covered, against an additional premium. This also includes consultations for

S.No.	September, 2021	Publication	Headline	Link
5	27 <sup>th</sup> September, 2021	Business Standard	Article on senior citizen Health Insurance plans with a special mention of Care Health Insurance.	<a href="https://www.pressreader.com/india/business-standard/20210927/282050510216319">https://www.pressreader.com/india/business-standard/20210927/282050510216319</a>

## Limit co-pay in senior citizen plan to 10%

Use super top-up and critical illness plan to further bolster your health insurance portfolio

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While the threat from the Covid19 pandemic has reduced, it has not gone away entirely. A third wave remains



S.No.	September, 2021	Publication	Headline	Link
6	29 <sup>th</sup> September, 2021	Times Now	Article on Cardiac Health Insurance plans with a special mention of Care Health Insurance.	<a href="https://www.timesnownews.com/business-economy/personal-finance/insurance/article/world-heart-day-2021-heres-why-you-need-a-cardiac-health-insurance-cover-for-your-heart/817897">https://www.timesnownews.com/business-economy/personal-finance/insurance/article/world-heart-day-2021-heres-why-you-need-a-cardiac-health-insurance-cover-for-your-heart/817897</a>

## World Heart Day 2021: Here's why you need a cardiac health insurance cover for your heart

Insurance

**Aparna Deb**  
Updated Sep 29, 2021 / 09:09 IST

Cardiovascular Diseases are today a primary cause of mortality in India and in the coming few years, it is expected that CVDs will carry a much significant economic and social burden on the Indian population



**New Delhi:** As per the Indian Heart Association, more than 50% of all heart attacks are reported in individuals below the age group of 50 years. While 25% of heart attacks are seen in people below the age group of 40 years, which makes the need for cardiac health insurance plans even crucial. It helps the policyholder keeping-up with the rising medical costs that can otherwise wipe most of their savings.

Cardiovascular Diseases (CVDs) are today a primary cause of mortality in India and in the coming few years, it is expected that CVDs will carry a much significant economic and social burden on the Indian population.

Cardiovascular diseases are a combination of various kinds of heart-related disease, stroke, and ailments of blood vessels nourishing the body parts. Over this is the exaggerated cost of treatment for heart-related ailments.

In order to undergo angioplasty to unclog the arteries may cost you anywhere between Rs 3 Lakh to Rs 5 Lakh in a metro city. Similarly, open-heart surgery costs Rs 5 Lakh to Rs 8 Lakh while valve-related surgeries cost anywhere between Rs 4 Lakh and Rs 7 Lakh. It is not always possible for everyone to have enough finances to cover this huge cost and take the best possible treatment.



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