



Universal Sampo
General Insurance Co. Ltd.

Suraksha, Hamesha Aapke Saath

Annual Report 2014-15

Achieving inclusive growth
for diverse dreams.





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Universal Sompo
General Insurance Co. Ltd.
Suraksha, Hamesha Aapke Saath

A joint venture of **Allahabad Bank** ★ **Indian Overseas Bank**

★ **Karnataka Bank Ltd.** ★ **Dabur Investment Corp.** ★ **Sompo Japan Insurance Inc.**

ENG/LS/AR/046/Sep2014. IRDA Regd. No. 134. Regd. Office : Unit No 401, 4th Floor, Sangam Complex, 127, Andheri Kurla Road, Andheri (E), Mumbai - 400059, Maharashtra. Fax# 022 -29211844 CIN# U66010MH2007PLC166770. Email: contactus@universalsompo.com. Insurance is the subject matter of solicitation. For more details on risk factors, terms and conditions please read sales brochure carefully before concluding a sale. *IRDA or its officials do not involve in activities like sale of any kind of insurance or financial products nor invest premiums*; *IRDA does not announce any bonus*; *Those receiving such phone calls are requested to lodge a police complaint along with details of phone call and number*.



CONTENTS	Page No.
Corporate Information	2
Director's Report	3
Management Report	33
Auditor's Report	39
Balance Sheet	43
Profit and Loss Account	44
Revenue Account	45
Notes to Account	61
Cashflow Statement	85



VISION STATEMENT

To emerge as a market leader in our chosen domain by winning customer confidence through superior value and continually enhancing the same.

OUR MISSION

To provide

- Superior value for our customers
- Stable returns for our shareholders
- Stimulating work environment for our employees
- Safety consciousness for the society

WE SHALL STRIVE

- To be compliance oriented
- To ensure prompt action/ feedback on Customer Grievance
- To monitor and enhance service levels constantly



BOARD OF DIRECTORS

EXECUTIVE CHAIRMAN

Mr. O. N. Singh

MANAGING DIRECTOR

Mr. Taketoshi Nagaoka (w.e.f 02.04.2014)

NON EXECUTIVE DIRECTORS

Mr. Ananthkrishna

Mr. Ravinder Kumar Kaul

Mr. Takashi Ebihara (Upto 01.04.2014)

Ms. S. A. Panse (Upto 02.04.2014)

Mr. B. Ramani (Upto 26.06.2014)

Mr. M Narendra (Upto 14.02.2015)

Mr. Koji Shikada (Upto 03.05.2015)

Mr. Nobuhiro Kojima (w.e.f 03.05.2015)

Mr. R. Koteeswaran (w.e.f 03.05.2015)

Mr. C. R. Muralidharan

Mr. Mohit Burman

Mr. Rakesh Sethi (w.e.f 02.04.2014)

Mr. Shigeru Ehara (Upto 05.04.2014)

Dr. Hira Sadhak (Upto 29.08.2014)

Mr. Ram Niwas Jain (w.e.f 14.02.2015)

Mr. Shiro Sato (Upto 03.05.2015)

Mr. Kuniaki Takahashi (w.e.f.03.05.2015)

Mr. Katsuyuki Tajiri (w.e.f 04.05.2015)

AUDIT COMMITTEE

Mr. C. R. Muralidharan (Chairman)

Mr. Mohit Burman

Mr. B. Ramani (Upto 26.06.2014)

Mr. Ram Niwas Jain (w.e.f 14.02.2015)

Mr. Anantha krishna

Mr. Shiro Sato (Upto 03.05.2015)

Dr. Hira Sadhak (Upto 29.08.2014)

Mr. Nobuhiro Kojima (w.e.f 03.05.2015)

KEY PERSONNEL

Mr. O. N. Singh – Executive Chairman

Mr. Rajiv Kumar, Head Operations &
Corporate Planning

Mr. Indraneel Basu, CIO

Mr. N.C. Marwah, Head Commercial UW

Mr. V.V. Vendhen, Head Banca

Mr. Arun Singh Bhadauria, Head Motor

Mr. Virendra Kumar Ghotia, Head Admin
& Publicity

Mr. Ranjan Sinha, Chief Compliance Officer

Ms. Shilpa Mantri, Company Secretary

Mr. Taketoshi Nagaoka – Managing
Director (w.e.f 02.04.2014)

Mr. Bisheshwari Singh, CMO

Mr. Sarvesh Agrawal, CFO

Mr. Tanmaya Kumar Panda, Head HR

Mr. Ashwani Gaba, Head Claims

Mr. Amitoj Singh, Head Health

Mr. Sachin Shah, Head IAD

Mr. Vishram Mumbarkar, Head Reinsurance

Mr. Ravindra Deshpande, Head IT

STATUTORY AUDITORS

M/s. Rajendra K. Goel & Co.
Chartered Accountants

M/s. Ramesh C. Agrawal & Co.
Chartered Accountants

ACTUARY

Ms. Ruchi Goel, Appointed Actuary (upto 28.02.2015)

Mr. K.K. Wadhwa, Senior Consulting Actuary

DIRECTORS' REPORT

To the Members of
UNIVERSAL SOMPO GENERAL INSURANCE CO. LTD.

We are pleased to present on behalf of the Board of Directors the Directors' Report together with the Audited Statements of Accounts for the year ended March 31, 2015.

ECONOMIC SCENARIO:

The Union Government's push towards a hassle-free business environment in the country impressed Moody's to shift its outlook on Asia's No. 3 economy from "stable" to "positive". India's Baa3 rating was affirmed and the outlook was revised from stable. The Prime Minister has made the revival of Indian manufacturing a top priority, reflected in his "Make in India" campaign and slogan that aims to transform India into a manufacturing hub. The growth in GDP during 2014-15 is estimated at 7.4% as compared to the growth rate of 6.9 per cent in 2013-14.

RBI softened the monetary policy stance with easing inflationary conditions. Average inflation in 2014-15 was 6.2%. RBI also indicated that it wanted the economy to disinflate gradually and durably. Thus the RBI expects to achieve that 4% target at the end of three years from now. Based on absence of exogenous or policy shocks, RBI expects CPI inflation to fall to 5% by Q4FY17.

The market trends in 2015-16 will be determined by various domestic and international factors like global market movements, strengthening of US dollar, movement in global crude oil prices, RBI's policy and visible improvement in corporate earnings of domestic firms.

INDUSTRY DEVELOPMENTS:

The General Insurance industry in India is currently operating with 28 companies, including the 4 Public Sector General Insurance Companies, 5 Health Insurers and 2 Specialized Insurers i.e. ECGC & AIC.

With reference to the General Insurance Industry, the gross written premium of general insurers rose by 9.25% in FY 2014-15, as compared to the previous financial year. According to data collected by insurers, industry collected the gross written premium of Rs. 84,713.81 crores in FY 2014-15 as compared to Rs. 61,646.76 crores in the previous financial year.

The GDP of your Company in FY 2014-15 is Rs. 701.11 crores.

Market Segment	Premium (Rs Cr)		Growth
	FY 2013-14	FY 2014-15	FY 2014-15
Private Insurer	34,245.33	38,095.00	11.24%
Public Sector Insurer	43,295.58	46,618.81	7.68%
Industry	77,540.91	84,713.81	9.25%
USGI	540.45	701.11	29.73%

Your Company remains one of the most profitable insurers, which is essential for ensuring security for the policyholders. Overall outlook for global as well as Indian economy remain subdued till the end of fourth Quarter of FY 2014-15 and have impacted growth of general insurance business in India. The moderation in general insurance growth rate is primarily due to poor vehicle sales growth in FY 2014-15.

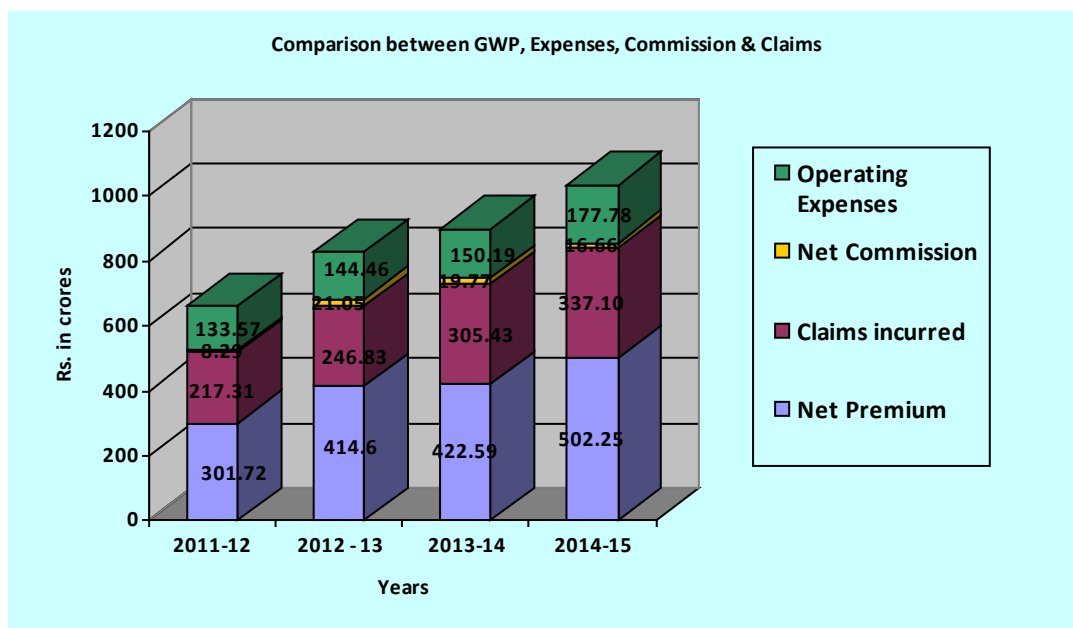
In FY 2014-15 with a broad objective of deepening the reform process in insurance sector, the insurance law (Amendment act 2015) has been passed by Indian Government. The key provision is to empower IRDA to enable



more effective regulation and enhance the foreign equity investment cap in an Indian Insurance Company from 26% to 49%. Besides, IRDAI has proposed various key regulatory changes and guidelines to insurer have been provided through exposure draft on Corporate Agent regulation / Product file & use system/ Reinsurance / Social and Rural Obligation / Expenses of Management/ Investment & Corporate Governance and also various regulations which are already published on Minimum obligation for Motor Third party business / Social and Rural Obligation / Marketing Firms / Agency Recruitment.

FINANCIAL SUMMARY FOR FY 2014-15:

Particulars	FY 2014-15 (Rs in Millions)	FY 2013-14 (Rs in Millions)
Gross Direct Premium	7,011.1	5,404.5
Reinsurance Accepted	86.0	67.5
Gross Written Premium	7,097.1	5,472.0
Reinsurance Ceded	2,074.6	1,246.1
Net Written Premium	5,022.5	4,225.9
Unexpired Risk Reserve	460.2	106.5
Net Earned Premium	4,562.3	4,119.4
Net Claims	3,371.0	3,054.3
Net Commission	166.6	197.7
Operating Expenses	1,777.8	1,501.9
Underwriting Result	-753.1	-634.5
Investment Income - Policy holders	719.7	542.5
Other (Income) / Expenses	1.0	1.0
Interest Income From Motor Pool & Terrorism Pool	79.2	1.5
Operating Profit	44.8	-91.5
Investment Income - Share holders	238.7	195.9
Other (Income) / Expenses	1.8	1.9
Profit Before Tax	281.7	102.5
Tax Provision	93.8	6.0
Profit After Tax	187.9	96.5



BUSINESS OPERATIONS:

Your Company has achieved GWP of Rs. 701.11 Cr as on 31st March 2015 as against Rs. 540.45 Cr as on 31st March 2014, Registering premium growth of 29.73% in FY 2014-15.

Premium in Rs. Cr	2014-15	2013-14	% Growth
Bancassurance	314.28	280.87	11.89%
Corporate/ Broker/Japanese	241.23	105.00	129.75%
Retail	145.59	154.58	-5.81%
Total	701.11	540.45	29.73%

MARKETING UPDATES:

Motor Vertical:

Your Company has monitored the Motor Business portfolio and skillfully strategized Motor Business in the Financial Year 2014-15. Your Company strategically reduced the Contribution of GCV-PCV Business to 27.8% as against 39% of the previous year, as a result the OD Contribution is increased to 61% as against 56% of the previous year and 52% of the Industry. There shall be long term positive impact of the change in OD-TP Mix.

	2013-14		2014-15		Changes	
	OD	TP	OD	TP	OD	TP
USGI	56%	44%	61%	39%	5%	-5%
Industry	54%	46%	52%	48%	-1%	1%

The Strategy to develop retail business through multiline agents was implemented and garnered additional business of Rs. 23.41 crore from the agents recruited during the year.



Universal Sompo General Insurance Co. Ltd.

On Brand Insurance front, your Company has initiated tie up with Maruti Suzuki India Ltd, the largest manufacturer of Private Car in India as also with Suzuki Motor Cycle India Private Ltd. Existing Tie up with Private Car Manufacturers was developed and your Company has registered a growth of 98% in Honda Tie up. Nissan relationship was implemented and garnered fresh business of Rs. 1.6 crore from the dealers of Nissan.

Online portal for the sales are emerging and shall be one of the important channel in next five years. Your Company has strategized for the development of the channel and entered into selling arrangement with PolicyBajar.com, which is the largest and most popular portal for sales of online insurance. Your Company has also entered into agreement with other online portals including another reputed portal Bankbajar.com.

Agency Channel:

Your Company has focused on development of Retail Agency in the Financial Year 2014-15. The objective is to build up strong force of loyal agents with long term perspective, and thereby increase our presence in the market.

Special drive to recruit career agents and develop them by providing handholding support to them was launched. 66 Numbers of agents were recruited in this drive. The drive is still on and is targeted towards unemployed youth of Rural and Semi urban area to provide employment by developing them as career agents.

IRDA revised its regulation on Agency and from 1st April 2015, the Agents are to appointed by USGI in accordance with the Board approved policy for Appointment of Agents. The revision shall ease the process of appointment of agent and shall act as enabler to develop the Agency force.

Bancassurance:

Your Company has Corporate Agency tie ups with 6 Banks to market all types of insurance products. Besides, Your Company has established tie up on a group platform with 2 Banks to market health products.

Your Company has also been empanelled by the Ministry of Agriculture, Government of India for crop insurance products namely MNAIS (Modified National Agricultural Insurance Scheme) and WBCIS (Weather Based Crop Insurance Scheme). Your Company did the crop insurance market in the state of Uttar Pradesh & Chhattisgarh in the FY 14 – 15 Kharif & Rabi seasons, garnering a premium of Rs. 86.70 crore. This year we would based on our strength work in crop insurance in different state of India.

Your Company has through partner bank channel promoted a micro insurance product–Saral Suraksha. This unique health product was very well received in rural markets as well and helped your Company to achieve the rural and social sector business stipulations set by IRDA. Your Company has covered 8,23,355 farmers through micro insurance products. Your company has written 17.63% of the total GWP as Rural/Social sector premium as against the prescribed Rural & Social business obligation premium @ 7.5%.

OFFICE UPDATES:

Based on the realistic inputs provided by corporate planning, with the feasibility and viability for opening new branches, so as to optimize resource allocation for 2014-15, your Company opened 9 new branches in the financial year 2014 – 15. This was done in a bid to increase penetration of insurance in rural and semi urban areas and to complement the financial services reach provided by partner banks branches. As on 31st March, 2015 the total number of branches are 103.

CORPORATE PLANNING:

Corporate Planning department has very well strategized business and formulated valid planning content in coordination with other responsible department. Corporate planning department has worked together with management vision for an organized and better performance of the organization. The department has put tremendous effort in exploiting and analyzing external market data as well as internal operational data base of the Company in order to strategize efficient business planning. In order to systematize the corporate governance, your Company ensures updated and qualitative business reports and an accurate, vigorous MIS to ensure on maintained efficient growth for the Company. The department has also advocated for better monitoring & control to achieve targeted premium in FY 2014-15.



There has also been consistent monitoring and analysis of overall general insurance industry as well as your Company's business which has been efficiently done in financial year 2014-15. Your Company does regular analytical assessment for industry as well as peer group business performances tracking all major key ratios beside their overall business performance. The department also monitors and keeps track of regular changes in regulatory environment of Insurance Industry and has provided inputs to the organization for regular updating.

An efficient and regular monitoring of business activities has turned effective in FY 2014-15 and has helped Company to achieve better business growth in FY 2014-15. Company has also skillfully strategized business from CROP, which has further added in overall performance of the Company.

Your Company has skillfully strategized business from BANCA, Agency and other channels as well, to optimize business returns in financial year 2014-15 by focusing following key strategies:

- Strategic relationship building with bank staff via training programs, recognitions, and visit by management representatives etc were part of strategies to promote business in is promoted in Financial Year 2014-15.
- Focusing cross selling and new BANCA health products has been strategized in FY 2014-15 to boost premium.
- For Agency channel expansion, your Company has launched "Special Career Agents Recruitment Drive" at select zones to recruit new Agents.
- Manufacturing tie ups such as Honda Motor Dealer segment has been focused to ensure better performance.

Your Company proposes to focus on renewals, new manufacturing tie ups, new government tender based business, development of Agency channel business and optimal utilization of other core strengths of Company in 2015-16, by implementing the business plan with the detailed road map and strategies to ensure long and sustainable overall business growth.

RURAL & SOCIAL SECTOR OBLIGATIONS:

The Company has complied with the obligations as per IRDA (Obligations of Insurers to Rural & Social Sectors) Regulations, 2002 and the amendments from time to time. The sector-wise details of business for the year ended 31st March 2015 is given below:

Business Sector	For the year ended March 31, 2015				For the year ended March 31, 2014			
	GWP (Rs. In '000s)	No. of Policies	No. of Lives	% of GWP	GWP (Rs. In '000s)	No. of Policies	No. of Lives	% of GWP
Rural	1,251,981	94,090	-	17.86%	279,737	81,564	-	5.18%
Urban & Semi urban	5,759,000	877,069	-	82.14%	5,123,895	806,323	-	94.81%
Social	76	151	5,526,664	0.00%	838	927	2,393,010	0.02%
Total	7,011,057	971,310	5,526,664	100.00%	5,404,473	888,814	2,393,010	100.00%

POLICY PROCESSING CENTRE – OPERATIONS:

Your Company has a centralized policy processing centre. The Centre maintained its high efficiency at 100% policy issuance during 2014-15 by adopting standardized measures for policy processing & issuance pan India basis. The Company has issued 9,71,310 policies in financial year 2014-15 compared to 8,88,814 policies in financial year 2013-14 registering growth of 9.28% in policy documentation. Out of total policies 65.74% have been issued to BANCA partners of the Company.



Description	Allahabad Bank	Indian Overseas Bank	Karnataka Bank Ltd.	Other Business Channels of USGI	Total
Policies Received	261,183	276,778	100,608	332,741	971,310
Policies Issued	261,183	276,778	100,608	332,741	971,310
Pending as on 31.03.2015	-	-	-	-	-
Documents Issuance Ratio - %	100	100	100	100	100

NEW APPLICATIONS LAUNCHED IN FY 2014-15:

For the convenience of customers, USGIC introduced several online applications in FY 14-15, through which product details; online policy booking, online premium payment became easier than ever. Tie ups with Web Aggregators such as “Policy Bazaar”, “Cover Fox” etc have made it easier for the customers’ to compare USGIC’s product details, for example – features, coverage, terms & conditions, pricing etc available in the market . Following are the applications which were launched during FY 2014-15:

Application Name	Application Features
Online Domestic Travel Insurance	This is for our new product called as Domestic travel (which covers medical illness & accident within India during policy tenure) & this application facilitate customers to issue online domestic travel policy.
Online Complete Health Care Insurance	CHI is one of the new mediclaim policy available for customer for online purchase.
Complete Health Care Insurance Intermediary Portal	CHI-IMD is new portal available for our Agents & Broker to issue one of our esteem product online for valued customers. This application is having three payment modes especially for intermediary: - Online payment, Advance payment deposit & credit payment deposit option.
Web aggregator – Private Car Package Policy Two Wheeler Package Policy (FY 2015-16)	Web aggregator compile & provide information about insurance policies of various companies on a website, this helps customer to compare all feature provided by different companies for similar line of product. At present we are having our tie up with “Policy Bazar, cover fox, Bank Bazar” and many more are in process of integration.
Intermediary Portal (Travel, Cover note, E-Pos and Policy Printing)	This is separate portal for intermediary to issue/print policies & cover notes. This helps IMD to have better speed with less interruption.
Health Policy Administration System	This application is dedicated for our in-house TPA for timely & effective services for claim settlement. This application is having feature of sending Email/ SMS/ Fax facilities to customer/ corporate & network hospitals.
Online Health Issuance of Renewal Policy	We have started our online Health Renewals, this facilitate customer to check & renew health policies on line.
Motor Online Quotation (FY 2013-14)	This application facilitates marketing team of USGI to get all motor quotation online for timely business procurement.

**CALL CENTRE OPERATIONS:**

Customer centric and holistic approach in processes and procedures are required to ensure complete customer satisfaction. Speedy and effective redressal of customers grievances and concerns is the need of the hour to ensure loyalty and for building a long last relationship. Customers are well informed and seek to understand their options better. Your Company's efficient customer service ensures that all queries, requests, claim intimations, policy endorsement request complaints and grievances including escalations to IRDA are responded to ensure that clients grievances are converted from brickbats to bouquets.

Your Company has proactively integrated on line portals with IRDA as per Integrated Grievance Management System (IGMS) along with Company's own consumer redressal readdressed system linked to mail and teleservices. The Company has initiated systematic recalling (via telephone) for renewals for servicing current client base.

Summary of IRDA and Complaints Received at USGIC for the FY 2014-15							Status on Complaints in IGMS		
Complaint Type	Reported	Resolved	New	Pending	Re open	Acknowledged	Status	No of Complaints	Percent
IRDA	119	119	-	-	-	-	Closed	268	75%
USGIC	239	239	-	-	-	-	Attended To	90	25%
Total	358	358	-	-	-	-	Total	358	100.00%

From financial year 2012-13, the Company started SMS facility to intimate clients soon after issuance of their policy to convey to them the status of policy issuance and delivery; from FY 2013-14 the Company has also started the facility of SMS Reminders for Renewals of existing policies. Your Company's Turnaround time (TAT) in attending and resolving the complaints of the customers as compared to industry TAT has been significantly ahead during 2014-15. IRDA TAT guideline for attending and resolving the complaints is for 15 days, whereas at USGI, nearly 98% complaints were attended and solved within 7 days.

TAT	Total	Resolution %
1-7 days	349	97.49%
8-14 days	8	2.23%
15-21 days	1	0.28%
> 21 days	0	0.00%
Grand Total	358	100.00%

PRODUCT DEVELOPMENT:

Your Company introduced 8 more new products during FY 2014-15 in order to cater to the special insurance needs of various customer segments. 8 new products include 7 of health segment (Total achieved premium in FY 2014-15 from the new Health products – Rs. 7.87 Cr) and 1 product for motor segment. This takes the total number of products offered by the Company to 98 as on date.

The Company is also awaiting approval of 2 new products and 8 re-filed product as per Health Regulation from the Authority including the product such as TOP UP Health Insurance & Health Financial Health Insurance.

Taking forward the objectives of providing a wide variety, in its bouquet of products your Company proposes to file at least 7 new health products with the Authority (in keeping with the Company's thrust to penetrate deeper into the Health Insurance Market). During, this Financial Year, the Company also proposes to file revision of products like IOB



Health Care Plus Policy, Loan Secure Insurance policy and Nil Depreciation Cover (Motor ADD ON) with a view to fall in line with the market requirements.

UNDERWRITING OPERATIONS:

● **COMMERCIAL UNDERWRITING:**

The property premium rates have already touched the rock bottom and despite all efforts by regulator, there seems no sign of improvement. However, Bancassurance channel being our main source of property business, we have focused on SME segment and have bargained a better premium compared to our competitor.

Keeping in the adverse Industry losses in respect of IAR policies, we have decided to write the business for Japanese Clients with FAC support.

Under engineering section, barring few residential and commercial civil projects, we have not seen any growth. Of course the market has geared up for liability coverage and we feel the pace will persist in the market.

● **HEALTH UNDERWRITING:**

The year saw the launch of new Health regulations by the Authority. Where in IRDA visualising the scope of growth in this segment tried to bring out certain standards in operations, underwriting and product filing. IRDA has also created a dedicated health vertical within their own function. We would like to confirm that your Company is in full compliance with the regulations laid down, all our products have been updated as per new regulations and have been approved by IRDA. Your Company has successfully started operations for in house claims settlement system with state of art software and with more than 3000 hospitals on our own panel to extend cashless services to our customers.

Keeping USGIC vision, Your Company has a balanced portfolio between group and retail 55% and 45% respectively.

● **MOTOR:**

For the year of 2014-15 your company has strategized the business module based on the usage of the vehicle. For underwriting, apart from the traditional criteria of Class of Vehicle, Make and model, carrying capacity and the geographies, the profile of Customer and exact use of the vehicle is also considered for the purpose of pricing and underwriting.

Your company has also focussed on the Passenger Service vehicle being used by the schools, educational Institutes and buses being used for carrying the staff of the corporate house. Due to use of these vehicle in the limited area of operation and nature of passengers being carried the exposure to Own Damage and Third Party Losses is very low.

Your company strategically worked out to book the business of Standalone Third party Insurance of Goods Carrying and Passenger Carrying business and written sufficient amount of business of Standalone Third Party so as to complete the estimated quota for the company which is based on the Total Industry GWP and share of Motor GWP to the industry Motor Business.

Five more add on covers, approved by IRDAI were launched this year. These covers are Cost of Consumables (Private Car), Hydrostatic Lock Cover for Private Car, Driving-train Protect (cover for child parts of Engine , Differential and Gear Box) for Two wheeler, Cost of Consumables for Two Wheelers and Road Side Assistance for Two Wheelers, approved by IRDA were launched by your company in the year.

● **REINSURANCE:**

The Reinsurance Arrangement for 2015/16 for our Company is based on the outcome of the detailed analysis of the Business Plan with specific reference to product mix, estimated risk accumulation and exposure. The Reinsurance Arrangement is aimed at achieving adequate protection to support the business plan by optimizing on capacity requirements and arranging adequate protections for both Risk and Catastrophic exposures in a cost efficient manner. For the year 2014/15, we have provided suitable reinsurance protection for Saral Suraksha &



Loan Secure products. In addition to this we have started to underwrite Crop Insurance, for which reinsurance arrangement were done for WBCIS & MNAIS schemes for both Kharif and Rabi seasons of 2014.

Although the Reinsurance markets were a bit soft this year, due to various major property claims during 2014/15, treaty leader GIC Re has improved the treaty terms. Generally reinsurers appeared to be less interested in proportional treaties particularly property and engineering; the reason most probably is the heavy discounting in premium rates and high claim ratio, otherwise the value position of property reinsurance remains strong globally and insurers and reinsurers are well positioned to improve their relationship.

Like previous years GIC Re, having decreased its share still remains the leader on various treaties. This year also Sompo Japan has continued its participation in the treaties adding strength to the strong panel of reinsurers.

CLAIMS:

We continued to focus on our proactive approach towards quick and transparent settlement of claims during the year 2014-15 as well. In the year 2014-15, 92 % of claims were settled within 3 months, up by 1% against 91 % in the year 2013-14. Claim settlement ratio also improved from 93 % in 2013-14 to 94 % in 2014-15.

Another focus area during the year 2014-15 was expansion of our Universal Sompo Preferred (USP) Motor Garages network. Our USP garages network increased from 129 in 13-14 to 253 by the end of 2014-15. Apart from cashless service on negotiated lower labour rates, our customers avail additional benefits from these tied up workshops. This results in better customer satisfaction as well as lower claims outgo for the Company. Our continued thrust on in-house surveyors utilization for motor claims is resulting in better claim servicing and minimizing the claims outgo.

Further, we have also started our In-house health claim Management system for processing and handling of the health claims directly. We have also tied up with 3000+ hospitals for extension of cashless facility to our clients. We intend to move gradually our all health claims processing through in-house and reduce reliance of third party administrators (TPA). This will improve not only Turnaround time (TAT) for claims settlement but also result in lower claims outgo by way improved and more efficient claims management , increased customer satisfaction.

INVESTMENT OPERATIONS:

The total investment assets as on 31st March, 2015, were Rs 1031.36 crores (at amortized cost) as against Rs 889.61 crores on 31st March, 2014. The total investment income (booked) in FY 2014-15 stood at Rs 95.83 crores, compared to Rs 73.83 crores for FY 2013-14.

Your Company has improved on the yield in bonds portfolio, while reducing the overall duration so that the portfolio is less volatile.

- The portfolio duration (Macaulay) was reduced to 2.83 as on 31st March, 2015, as against 2.85 as of 31st March, 2014.
- The yield on the investment portfolio rose sharply to 9.49% for FY 2014-15 from 8.74% for FY 2013-14. Due to favourable equity market, we had booked net profit of about Rs 5.55 crores in equities, while in the pure debt portfolio we had earned an yield of 9.16% in FY 2014-15 (9.02% in FY 2013-14).

Going forward, two key factors – stability of global oil prices and stability of USD vs INR will be crucial for the future interest rate scenario and consequent market behaviour. Further, for a sustainable growth recovery, investments need to revive in the country. The latest CMIE data show that new investments are still in a nascent stage of recovery but are moving in the right direction. As the often-cited capex problems such as raw material supply bottlenecks and land acquisition issues are resolved, we expect a gradual pickup in investment - a key determinant of potential growth - over the course of FY 2015-16.

HUMAN RESOURCES:

The employee strength at the end of the financial year 31st March, 2015 was 840 employees as against 776 employees at the end of the financial year 31st March 2014.



SHAREHOLDERS' FUNDS:

There was no change in the share capital of your Company during the financial year 2014-15. The paid up share capital of your Company stood at Rs. 350 crore as on 31st March 2015.

DIVIDEND & RESERVES:

Your Directors have decided to plough back the profits of the Company into the business and hence, do not recommend Dividend for the financial year ended 31st March, 2015.

During the year under review, nil amount was transferred to reserve.

MATERIAL CHANGES AFFECTING THE FINANCIAL POSITION:

No material changes and commitment affecting the financial position of the Company have occurred between 31st March, 2015 and the date of this Report.

CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION AND FOREIGN EXCHANGE EARNINGS AND OUTGO [SECTION 134 (3) (m) OF THE COMPANIES ACT, 2013]:

A. Conservation of Energy, Technology Absorption:

Since your Company does not carry out any manufacturing activity, the Section 134(3)(m) of the Companies Act, 2013 read with Rule, 8 of The Companies (Accounts) Rules, 2014 are not applicable.

B. Foreign exchange earnings and Outgo:

During the financial year 2014-15, outgo in foreign currency amount to Rs 159.0 millions and earning amount to Rs 222.0 millions.

CHANGE IN THE NATURE OF BUSINESS:

There has been no change in the nature of business during the year under review

RELATED PARTY TRANSACTIONS:

All transactions entered into with Related Parties as defined under the Companies Act, 2013 during the financial year were in the ordinary course of business and on an arm's length pricing basis Particulars of contract or arrangement with related parties referred to section 188(1) of the Companies Act, 2013 in the prescribed form AOC – 2, is provided in **Annexure 2**.

LOANS, GUARANTEES OR INVESTMENTS:

The Company has nil Loans, Guarantees and Investments covered under the provisions of Section 186 of the Companies Act, 2013.

DEVELOPMENT AND IMPLEMENTATION OF A RISK MANAGEMENT POLICY FOR THE COMPANY :

Sound Risk Management is a vital component of business. We achieve this through our Enterprise Risk Management (ERM) Framework which integrates management of key risks identified/ faced by the organisation. This framework is managed by the senior management under the oversight of Board of Directors through Risk Management Committee. The Board of Directors have identified material risks which in opinion of the Board could affect the organisation, assessing their probability and impact, analysing risk mitigation and control options and selecting the best means to monitor and manage such risks.

**INTERNAL FINANCIAL CONTROLS WITH REFERENCE TO THE FINANCIAL STATEMENTS:**

The Board is assisted by the Audit Committee, Risk Management Committee and Investment Committee to ensure that sound internal controls including financial, operational, compliance and risk management policies and systems established by management are maintained. The Company has its own in-house independent internal auditors to carry out audit activities and report directly to the Audit Committee. In discharging its obligations, the Board relies on the findings of the internal and external auditors.

EXTRACT OF ANNUAL RETURN:

The extract of Annual Return pursuant to Section 92 of the Companies Act, 2013 read with The Companies (Management and Administration) Rules, 2014 in the prescribed Form MGT-9 is hereby attached with this Report in **Annexure 1** and is a part of the Report. The same is as on 31st March, 2015.

DISCLOSURE OF REMUNERATION PAID TO DIRECTOR AND KEY MANAGERIAL PERSONNEL AND EMPLOYEES:

a. As required pursuant to the provisions of the Rule 5 (2) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, an statement containing the name and the other particulars of employee employed throughout the financial year and in receipt of remuneration of Rs 60 lakh or more, or employed for a part of the year and in receipt of Rs 5 lakh or more a month (inclusive of performance incentive) are given below:-

Employee Name	Designation	Educational Qualification	Age	Experience (in years)	Date of Joining	Gross Remuneration paid (Rs.)	Previous Employment & designation	% of Equity share held by Employee (if any)
O.N. Singh	Executive Chairman	B.Com(H), LLB, FCA	68 years	44 Years	22/05/2007	92,30,004	Allahabad Bank, Chairman & Managing Director	-
Taketoshi Nagaoka	Managing Director	B.A (Liberal Arts)	55 years	24 Years	02/04/2014	83,00,009	General Manager- Sompo Japan Insurance Inc.	-

b. The further details with regard to payment of remuneration to Director and Key Managerial Personnel are provided in Form No. MGT 9- extract of annual return appended as **Annexure 1**.

IRDA REGISTRATION:

The Certification of Registration of your Company has been renewed by IRDA for 2015-16.

BOARD MEETINGS:

There were 6 (six) Board Meetings held during the year viz. 02/04/2014, 21/06/2014, 24/07/2014, 11/09/2014, 04/12/2014 & 14/02/2015.



Statement showing the name of Board of Directors and their attendance as on 31st March, 2015: -

Sr. No	Name of Directors	Status of directorship held	Qualification	Area of specialization	No. of Meetings attended
1	Mr. O N Singh	Executive Chairman	B. Com (Hons); L.L.B; F.C.A	Former CMD Allahabad Bank	6
2	Mr. M Narendra *	Non - Executive Director	B. Com; B L.; CAIIB	CMD Indian Overseas Bank	3
3	Mr. Ananthakrishna	Non-Executive Director	B.Sc Post Graduation Mathematics	Chairman of Karnataka Bank Ltd.	6
4	Mr. Mohit Burman	Non-Executive Director	B.A(Business Administration)- Economics; MA; MBA(Finance)	Director of Aviva Life Insurance Co. India Ltd. and Partner of Dabur Investment Corporation	4
5	Mr. Takashi Ebihara**	Managing Director	Graduated Keio University (Majoring Law), March 1987	25 years of rich experience as insurance professional	1
6	Mr. B. Ramani^	Non-Executive Director	B.Com; F.C.A	Practicing Chartered Accountant	0
7	Ms. Shubhlaxmi Aamod Panse^^	Non-Executive Director	M. Sc. D.B.M, M.M.S., M.B.A. (Drexel University, USA), C.A.I.I.B	Chairman and Managing Director, Allahabad Bank	0
8	Mr. Ravinder Kumar Kaul	Nominee Director	Phd. Zoology, University of Kashmir	Associate of Insurance Institute of India (AIII)	5
9	Mr. C. R. Muralidharan	Independent Director	Bachelor of Science, Madras University 1967 with Certified Associate of Indian Institute of Bank	Joined IRDA in May 2005 as a whole-time member & prior he worked in RBI for more than three decades	5
10	Dr. Hira Sadhak***	Independent Director	MA (Economics), Ph D, DORM	30 years of experience in Financial Services Industry including Pension Funds, Mutual Funds, Life Insurance and Banking	0
11	Ms. Geeta P Shetti#	Alternate Director to Mr. M Narendra	MSc, CAIIB, CFM, CRB, D.Sys Analysis, DTIRM	More than three decades of experience in different facets of commercial banking	0
12	Mr. T R Chawla ##	Alternate Director to Ms. Shubhalaxmi Aamod Panse	MBA, LLB, DPM, CAIIB	Holds 34 years of rich banking experience	0
13	Mr. Taketoshi Nagaoka^^^	Managing Director	B.A(Liberal Arts)	Insurance professional with Sompo Japan Insurance Inc.	5
14	Mr. A K Jain###	Alternate Director to Mr. Mohit Burman	CA, CS, LLB	Expertise in Finance & Legal Matters	0
15	Mr. Koji Shikada	Nominee Director	Kyushu University, Faculty of Economics in Mar.1985	Deputy General Manager, Global Business Planning Dept. Sompo Japan Insurance Inc	6



16	Mr.Shigeru Ehara****	Nominee Director	Waseda University (Bachelor of Economics)	Executive Officer , General Manager Commercial Risk Solutions Department	0
17	Mr. Chikayoshi Kono#####	Alternate Director to Mr.Shigeru Ehara	Graduated from Waseda University (Bachelor of Economics)	Manager Global Business Planning Department	1
18	Mr. Shiro Yoshimitsu Sato^^^^	Nominee Director	Graduated from Oita University, B.A. Economics	30 years' of experience in the insurance markets	3
19	Mr Rakesh Sethi^^^^^^	Nominee Director	Gold Medalist in Master of Commerce from Osmania University, Hyderabad	CMD Indian Allahabad Bank	4
20	Mr Ram Niwas Jain^^^^^^	Additional Director	BE (Mechanical)	Experience of working with two Nationalized Banks i.e Allahabad Bank and UCO Bank.	0
21	Mr. T R Chawla #####	Alternate Director to Mr. Rakesh Sethi	MBA, LLB, DPM, CAIIB	Holds 34 years of rich banking experience	0

*Resigned on 14/02/2015, **Resigned on 01/04/2014, ***Resigned on 29/08/2014, **** Resigned on 05/04/2014; #Vacated office on 11/09/2014, ## Vacated office on 02/04/2014, ### Vacated office on 11/09/2014, #### Vacated office on 05/04/2014; ##### vacated office on 11/09/2014

^Cessation due to death on 26/06/2014, ^^Cessed on 02/04/2014, ^^^ Appointed as Managing Director on 02/04/2014, ^^^^Appointed on 05/04/2014, ^^^^^Appointed on 02/04/2014, ^^^^^^ Appointed on 14/02/2015.

ATTENDANCE AT THE MANDATORY COMMITTEES OF THE BOARD OF DIRECTORS:

Sr. No	Name of Director	Audit Committee (AC) Meeting Attended	Investment Committee (IC) Meeting Attended	Policy protection Committee (PPC) Meeting Attended	Risk Management Committee (RMC) Meeting Attended
1.	Mr. O. N. Singh	Not Member	4	4	4
2.	Mr. B Ramani*	0	Not Member	Not Member	Not Member
3.	Mr. Ananthakrishna	4	4	4	4
4.	Mr. Mohit Burman	1	Not Member	Not Member	Not Member
5.	Mr. Takashi Ebihara**	Not Member	0	0	0
6.	Mr. Taketoshi Nagaoka ^	Not Member	4	4	4
7.	Mr Shiro Sato ^^	2	Not Member	Not Member	Not Member



8.	Mr. C.R Muralidharan	4	Not Member	Not Member	Not Member
9.	Dr. Hira Sadhak***	0	0	Not Member	Not Member
10.	Mr. Koji Shikada	Not Member	4	Not Member	Not Member
11.	Mr. Ravinder Kumar Kaul	Not Member	Not Member	3	3
12.	Mr. Chikayoshi Kono (Alternate Director to Mr.Shigeru Ehara)****	0	0	Not Member	Not Member
13.	Mr.Shigeru Ehara *****	0	0	Not Member	Not Member
14.	Mr. Ram Niwas Jain^^^	0	0	Not Member	Not Member

Dates of Meetings:

Audit Committee – 20/06/2014; 10/09/2014; 21/11/2014; 13/02/2015
Investment Committee – 20/06/2014; 10/09/2014; 21/11/2014; 13/02/2015
Policyholder Protection Committee – 20/06/2014; 10/09/2014; 21/11/2014; 13/02/2015
Risk Management Committee – 20/06/2014; 10/09/2014; 21/11/2014; 13/02/2015

* Cessation due to death on 26/06/2014, **Resigned on 01/04/2014, ***Resigned 29/08/14, ****Resigned on 05/04/2014, *****Resigned on 05/04/2014.

^Appointed on 02/04/2014, ^^Appointed on 05/04/14, ^^ Appointed on 14/02/2015.

\$ Members of Investment Committee also includes Mr. Sarvesh Agrawal – CFO, Mr. Indraneel Basu - CIO and Ruchi Goel, Head Actuary (Upto 28.02.2014) Appointed Actuary, as stipulated by IRDA regulations. The number of meetings attended by them is 4, 4 & 3 respectively.

OTHER NON MANDATORY COMMITTEES:

Your Company has also constituted the Committee of Directors (COD), Reinsurance Committee and Remuneration Committee in accordance with clause 11.17 and 11.5 of the Articles of Association of the Company. Also, during the year the Nomination Committee was constituted by the Board at its meeting held on 4th December, 2014

COMMITTEE OF DIRECTORS:

The COD comprises of Mr. O. N. Singh (Executive Chairman), Mr. Taketoshi Nagaoka (Managing Director) and Mr. Koji Shikada (Nominee Director) as on 31st March, 2015. COD acts as an effective organ of the Board, within the framework enumerated in the Articles of Association, as determined by the Board from time to time and under the overall supervision and management of your Company’s operations.

NOMINATION COMMITTEE (NON MANDATORY COMMITTEE):

Nomination Committee has adopted fit & proper criteria for appointment of directors as prescribed by IRDA. Further, for appointing Independent Directors, Nomination Committee has adopted criteria given in Corporate Governance Guidelines of IRDA which are prescribed as per the Listing Agreement. The terms of reference of the Committee are as defined in section 178 of the Companies Act, 2013.

The Composition of Nomination Committee as on 31st March, 2015:

- | | | |
|----|--------------------|----------|
| 1. | Mr. Rakesh Sethi | Chairman |
| 2. | Mr. Ananthakrishna | Member |
| 3. | Mr. Koji Shikada | Member |



The Nomination Committee is in the process of formulating criteria for determining qualifications, positive attributes and Independence of the Directors. The same shall be recommended to the Board of Directors for their consideration and approval.

REMUNERATION COMMITTEE (NON MANDATORY COMMITTEE):

The remuneration for the Executive Directors is reviewed by the Remuneration Committee based on the remuneration of comparable positions in other private sector Insurance Companies. The Company does not pay any remuneration to Non-Executive Directors other than sitting fees. During the year under review, the Committee was reconstituted by the Board at its meeting held on 14th February, 2015.

REINSURANCE COMMITTEE (NON MANDATORY COMMITTEE):

Reinsurance Committee comprises of Mr. O. N. Singh (Executive Chairman), Mr. Taketoshi Nagaoka (Managing Director), Mr. Mohit Burman(Non-Executive Director) Mr. Koji Shikada (Nominee Director) and Mr. R. K. Kaul (Nominee Director) as on 31st March, 2015. Reinsurance Committee met twice during the year under the review. The reinsurance program and any amendments to the Reinsurance Strategy is decided by the committee who also approves the strategy to be followed for retention of business and risk transfer depending on the modalities of the Annual Budget as approved by the Board.

CORPORATE SOCIAL RESPONSIBILITY COMMITTEE:

The Company has formed a CSR Committee as required under section 135 of the Companies Act, 2013. Since the last 3 years average profit is negative, section 135(5) is not applicable to the Company for the period under review.

Composition of CSR Committee:

1. O N Singh – Chairman.
2. Taketoshi Nagaoka- Member.
3. Ram Niwas Jain –Member.

The Corporate Social Responsibility Committee is in the process of formulating a CSR Policy. The same shall be approved, adopted and recommended to the Board of Directors. The CSR Policy would state the activities to be undertaken by the Company as specified in Schedule VII of the Companies Act, 2013.

CG COMPLIANCE REPORTING & OTHER DISCLOSURES:

Compliance status of the CG guidelines is reported regularly to IRDA in compliance with the stipulations laid down in the related circular. Quarterly disclosure of financials and other information relating to Company, its products, service parameters are regularly updated on the Company's website on a periodic basis. The CG status reported to IRDA for 2014-15 confirmed complete compliance with IRDA CG guidelines.

DIRECTORS:

Mr. Mohit Burman and Mr. Rakesh Sethi Directors of the Company retiring by rotation and being eligible offered themselves for re-appointment at the ensuing Annual General Meeting.

Mr. Ram Niwas Jain was appointed as an Additional Independent Director of the Company pursuant to the provision of Sections 149, 152, 164 read with Schedule IV of the Companies Act, 2013 and Companies (Appointment and Qualification of Directors) Rules, 2014, Corporate Governance Guidelines for Insurance Companies dated 5th August, 2009 issued by IRDA and such other applicable acts, rules and regulations and he holds office upto the date of ensuing Annual General Meeting in terms of Section 161 (1) of the Act. The Board of Directors recommends his appointment as Independent Director at the ensuing AGM for a period of three (3) years from 14th February, 2015.

Further, as per Section 149 and 152 read with Schedule IV of the Companies Act, 2013 and General circular no.14/2014 dated 9th June 2014 an Independent Director shall be appointed for a fixed term upto five consecutive years. Accordingly, the term of Mr. Ramarao Muralidharan Coimbatore, Independent Director was fixed for a period of three (3) years till 31st March, 2017.



DECLARATION GIVEN BY THE INDEPENDENT DIRECTORS UNDER SECTION 149 (6) OF THE COMPANIES ACT, 2013:

The Independent Directors of the Company have submitted declaration to the effect that they meet with the criteria of 'Independence' as required under section 149(6) of the Companies Act, 2013.

DIRECTORS' RESPONSIBILITY STATEMENT:

Pursuant to the Directors' Responsibility Statement as required under Section 134(3) (c) of the Companies Act, 2013 it is hereby confirmed that-

1. in the preparation of the annual financial statements for the year ended March 31, 2015, the applicable accounting standards have been followed along with proper explanation relating to material departures, if any;
2. the directors had selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company at the end of the financial year March 31, 2015 and of the profit of the Company for that period;
3. the directors had taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of this Act for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
4. the directors had prepared the annual accounts on a going concern basis and
5. the directors had devised proper systems to ensure compliance with the provisions of all applicable laws and that such systems were adequate and operating effectively.

EVALUATION OF PERFORMANCE:

As per the provisions of section 134(3) (p) of the Companies Act, 2013, the performance of Directors, Committee and Board as a whole needs to be evaluated as per the policy to be adopted by the Board. The Committee of Directors of the Board have adopted the evaluation policy to carry out the evaluation.

DETAILS OF DIRECTORS OR KEY MANAGERIAL PERSONNEL (KMP) WHO WERE APPOINTED OR HAVE RESIGNED DURING THE YEAR:

During the year under review, Mr. Shiro Sato, Nominee Director was appointed on 05/04/2014, Mr. Katsuyuki Tajiri, Alternate Director was appointed on 05/04/2014 and Mr. Ram Niwas Jain, Independent Director was appointed on 14/02/2015. Ms. Shubhlaxmi Aamod Panse resigned on 02/04/2014, Mr. T R Chawla, Alternate Director resigned on 02/04/2014, Mr. B. Ramani ceased to be director due to demise on 26/06/2014, Dr. Hira Sadhak, Independent director resigned on 29/08/2014, Ms. Geeta Shetti, Alternate Director resigned on 11/09/2014, Mr. A K Jain Alternate Director resigned on 11/09/2014, Mr. C Kono Alternate Director resigned on 05/04/2014 and Mr. M. Narendra, Director resigned on 14/02/2015.

Mr. Takashi Ebihara, Managing Director resigned on 01/04/2014 and Mr. Taketoshi Nagaoka, Managing Director was appointed on 02/04/2014.

SIGNIFICANT AND MATERIAL ORDERS PASSED:

There are no significant and material order passed by the Regulator, Court or Tribunal against the Company

SUBSIDIARY/ JOINT VENTURES/ASSOCIATE COMPANIES:

During the year under review, no Company has joined or ceased to be subsidiary/ joint ventures/associate companies of the Company.



DEPOSITS:

During the year under review, the Company has not accepted any deposit from the public.

STATUTORY AUDITORS AND AUDITORS' REPORT:

M/s. Rajendra K. Goel & Co, Chartered Accountants, and M/s. Ramesh C. Agrawal, Chartered Accountants, Joint Statutory Auditors of the Company hold office until the conclusion of the ensuing Annual General Meeting.

As per the provisions of section 139 the Companies Act, 2013, an Auditor is to be appointed for a term. In accordance with the provisions of the said IRDA Guidelines on appointment of Auditor, Sections 139 and 141 of the Companies Act, 2013 and Rules made thereunder, your Directors, propose the appointment of M/s. Ramesh C. Agrawal, Chartered Accountants as one of the Joint Statutory Auditor for a period of one term of three years commencing from the conclusion of 8th AGM till the conclusion of 11th AGM subject to ratification at every AGM.

Pursuant to the provisions of Sections 115, 139, 140 and 141 of the Companies Act, 2013, read with Rules 3 and 6 of the Companies (Audit and Auditors), Rules 2014, the Company has received special notice from a member of the Company signifying his intention to propose the name of M/s. V K Jindal & Co, Chartered Accountants, as other Joint Statutory Auditors in place of retiring Auditor M/s. Rajendra K Goel & Co., Chartered Accountants, to hold office for term of three consecutive years from the conclusion of 8th AGM till conclusion of the 11thAGM, subject to ratification at every AGM.

The Company has received confirmation from the both the Auditors to the effect that their appointment if made , would be within the prescribed limit under the section 141 Companies Act, 2013 and the Companies (Audit and Auditors) Rules, 2014 .

SECRETARIAL AUDITOR:

Your Company has appointed M/s. Pramod S. Shah and Associates as a Secretarial Auditor of the Company, according to the provision of section 204 of the Companies, Act 2013 for conducting secretarial audit of Company for the financial year 2014 – 15.

M/s. Pramod S. Shah and Associates have issue there Audit report is attached in **Annexure 3**

The observations mentioned in the Secretarial report are explained by the Board as under:

1. As per the requirement of the relevant clause of the Shareholders Agreement and the applicable laws, the Company has two Independent Directors viz. Mr. Ramarao Muralidharan and Mr. Ram Niwas Jain on the Board of Directors of the Company.
In view of the above, the Company shall take necessary steps to reduce the numbers of members of Audit Committee to make its composition consistent with the Companies Act, 2013.
2. The Board of Directors of the Company is in the process of finding a suitable candidate for the position of Women Director.
3. The separate meeting of Independent Director could not be held since the Company had only one Independent Director on its Board & the other Independent Director was appointed in February, 2015. Henceforth, the Company will ensure that a separate meeting of Independent Directors is held in a year as per the requirement of the Act.

ACKNOWLEDGEMENT:

Your Directors wish to place on record their immense appreciation for the assistance and cooperation received from Insurance Regulatory and Development Authority, General Insurance Council and other regulatory / statutory authorities for their support and guidance

Your Directors appreciate the loyal support received from policyholders, distribution channel partners and reinsurers.

Your Directors wish to place on record their sincere appreciation for the sustained and dedicated efforts put in by employees at all levels.

For and on behalf of the Board of Directors

Sd/-

[O. N. Singh]

Executive Chairman

(DIN – 00182616)

Place: Mumbai

Date: 17.08.2015



Universal Sompo General Insurance Co. Ltd.

CERTIFICATION FOR COMPLIANCE OF THE CORPORATE GOVERNANCE GUIDELINES

I, Shilpa Mantri, Company Secretary of the Company hereby certify that the Company has complied with the Corporate Governance Guidelines for Insurance Companies, as amended from time to time and nothing has been concealed or suppressed.

Sd/-
Shilpa Mantri
Company Secretary

Place: Mumbai
Date: 17.08.2015



ANNEXURE 1
EXTRACT OF ANNUAL RETURN
As on the financial year ended 31.03.2015

[Pursuant to Section 92(3) of the Companies Act, 2013, and Rule 12(1) of the Companies (Management and Administration) Rules, 2014]
FORM NO. MGT – 9

I. REGISTRATION AND OTHER DETAILS	
i) CIN:-	U66010MH2007PLC166770
ii) Registration Date	05/01/2007
iii) Name of the Company	Universal Sompo General Insurance Company Limited
iv) Category / Sub-Category of the Company	Company having Share Capital
v) Address of the Registered office and contact details	Unit No. 401, 4th Floor, Sangam Complex, 127, Andheri Kurla Road, Andheri (East), Mumbai- 400059
vi) Whether listed Company Yes / No	No
vii) Name, Address and Contact details of Registrar and Transfer Agent, if any	Karvy Computershare Pvt. Ltd. 17 -24, Vithal Rao Nagar, Madhapur, Hyderabad 500081, India P : +91 040 44655265

II. PRINCIPAL BUSINESS ACTIVITIES OF THE COMPANY

All the business activities contributing 10 % or more of the total turnover of the Company shall be stated:-

Sl. No.	Name and Description of main products / services	NIC Code of the Product/ service	% to total turnover of the Company
1.	Non - Life Insurance	66030	100%

III. PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES

S. no	Name and Address of the Company	CIN/GLN	Holding/ Subsidiary / Associate	% of shares held	Applicable Section
1.	Allahabad Bank	---	Associate	30	2(6)
2.	Sompo Japan Nipponkoa Insurance Inc	---	Associate	26	2(6)



I. SHARE HOLDING PATTERN (Equity Share Capital Breakup as percentage of Total Equity)

i) Category-wise Share Holding

Category of Shareholders	No. of Shares held at the beginning of the year				No. of Shares held at the end of the year				% Change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
A. Promoters									
(1) Indian									
a) Individual / HUF	-	-	-	-	-	-	-	-	-
b) Central Govt.	-	-	-	-	-	-	-	-	-
c) State Govt. (s)	-	-	-	-	-	-	-	-	-
d) Bodies Corporate	-	3,50,00,000	3,50,00,000	10.00	-	3,50,00,000	3,50,00,000	10.00	-
e) Banks / FI	22,39,99,996	4	22,40,00,000	64.00	22,39,99,996	4	22,40,00,000	64.00	-
f) Any Other....	-	-	-	-	-	-	-	-	-
Sub-Total (A) (1):	22,39,99,996	3,50,00,004	25,90,00,000	74.00	22,39,99,996	350,00,004	25,90,00,000	74.00	-
(2) Foreign									
a) NRIs - Individuals	-	-	-	-	-	-	-	-	-
b) Other - Individuals	-	-	-	-	-	-	-	-	-
c) Bodies Corporate	-	9,10,00,000	9,10,00,000	26.00	-	9,10,00,000	9,10,00,000	26.00	-
d) Banks / FI	-	-	-	-	-	-	-	-	-
e) Any Other....	-	-	-	-	-	-	-	-	-
Sub-Total (A) (2):	-	9,10,00,000	9,10,00,000	26.00	-	9,10,00,000	9,10,00,000	26.00	-
Total Shareholding of Promoters (A) = (A)(1)+(A)(2)	22,39,99,996	1,26,00,00,004	35,00,00,000	100.00	22,39,99,996	12,60,00,004	35,00,00,000	100.00	-



B. Public Shareholding										
(1) Institutions										
a) Mutual Funds / UTI	-	-	-	-	-	-	-	-	-	-
b) Banks / FI	-	-	-	-	-	-	-	-	-	-
c) Central Govt.	-	-	-	-	-	-	-	-	-	-
d) State Govt. (s)	-	-	-	-	-	-	-	-	-	-
e) Venture Capital Funds	-	-	-	-	-	-	-	-	-	-
f) Insurance Companies	-	-	-	-	-	-	-	-	-	-
g) FIs	-	-	-	-	-	-	-	-	-	-
h) Foreign Venture Capital Funds	-	-	-	-	-	-	-	-	-	-
i) Others (specify)	-	-	-	-	-	-	-	-	-	-
Sub-Total (B) (1):	-	-	-	-	-	-	-	-	-	-
(2) Non-Institutions	-	-	-	-	-	-	-	-	-	-
a) Bodies Corporate	-	-	-	-	-	-	-	-	-	-
i) Indian	-	-	-	-	-	-	-	-	-	-
ii) Overseas	-	-	-	-	-	-	-	-	-	-
b) Individuals	-	-	-	-	-	-	-	-	-	-
i) Individual Shareholders holding nominal share capital upto ₹ 1 lakh	-	-	-	-	-	-	-	-	-	-
ii) Individual Shareholders holding nominal share capital in excess of ₹ 1 lakh	-	-	-	-	-	-	-	-	-	-
c) Others (specify)	-	-	-	-	-	-	-	-	-	-



i) Shares held by Pakistani citizens vested with the Custodian of Enemy Property	-	-	-	-	-	-	-	-	-
ii) Other Foreign Nationals	-	-	-	-	-	-	-	-	-
iii) Foreign Bodies	-	-	-	-	-	-	-	-	-
iv) NRI / OCBs	-	-	-	-	-	-	-	-	-
v) Clearing Members / Clearing House	-	-	-	-	-	-	-	-	-
vi) Trusts	-	-	-	-	-	-	-	-	-
vii) Limited Liability Partnership	-	-	-	-	-	-	-	-	-
viii) Foreign Portfolio Investor (Corporate)	-	-	-	-	-	-	-	-	-
ix) Qualified Foreign Investor	-	-	-	-	-	-	-	-	-
Sub-Total (B) (2):	-	-	-	-	-	-	-	-	-
Total Public Shareholding (B)=(B)(1)+(B) (2)	-	-	-	-	-	-	-	-	-
C. Shares held by Custodian for GDRs & ADRs	-	-	-	-	-	-	-	-	-
Grand Total (A+B+C)	22,39,99,996	12,60,00,004	35,00,00,000	100.00	22,39,99,996	12,60,00,004	35,00,00,000	100.00	-



ii) Shareholding of Promoters

SI No	Shareholder's Name	Shareholding at the beginning of the year			Shareholding at the end of the year			
		No. of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	No. of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	% change in share holding during the year
1	Mohit Burman (Partner Dabur Investment Corporation)	3,50,00,000	10.00	0	3,50,00,000	10.00	0	0.00
2	Sampo Japan Nipponkoa Insurance Inc.	9,10,00,000	26.00	0	9,10,00,000	26.00	0	0.00
3	Geeta Shetti (Nominee Shareholder of Indian Overseas Bank)	1	0.00	0	1	0.00	0	0.00
4	Atul Kumar Goel(Nominee of Allahabad Bank)	1	0.00	0	1	0.00	0	0.00
5	Sanjay Aggarwal(Nominee of Allahabad Bank)	1	0.00	0	1	0.00	0	0.00
6	T R Chawla (Nominee of Allahabad Bank)	1	0.00	0	-	-	-	0.00
7	J K Singh Kharb (Nominee of Allahabad Bank)	-	-	-	1	0.00	0	0.00
8	The Karnataka Bank Ltd	5,25,00,000	15.00	0	5,25,00,000	15.00	0	0.00
9	Allahabad Bank	10,49,99,997	30.00	0	10,49,99,997	30.00	0	0.00
10	Indian Overseas Bank	6,64,99,999	19.00	0	6,64,99,999	19.00	0	0.00
	Total	35,00,00,000	100.00	0	35,00,00,000	100.00	0	0.00



(iii) Change in Promoters' Shareholding (please specify, if there is no change)

SI No.		Shareholding at the beginning of the year		Cumulative Shareholding during the year	
		No. of shares	At the beginning of the year	No. of shares	% of total shares of the Company
	At the beginning of the year				
	Date wise Increase / Decrease in Promoters Share holding during the year specifying the reasons for increase / decrease (e.g. allotment / transfer / bonus/ sweat) At the End of the year	-----	NO CHANGE	-----	-----

(iv) Shareholding Pattern of top ten Shareholders (other than Directors, Promoters and Holders of GDRs and ADRs):

SI. No		Shareholding at the beginning of the year		Cumulative Shareholding during the year	
		No. of shares	% of total shares of the Company	No. of shares	% of total shares of the Company
	For Each of the Top 10 Shareholders				
	At the beginning of the year	Nil	Nil	Nil	Nil
	Date wise Increase / Decrease in Share holding during the year specifying the reasons for increase / decrease (e.g. allotment / transfer / bonus / sweat equity etc):	Nil	Nil	Nil	Nil
	At the End of the year (or on the date of separation, if separated during the year)	Nil	Nil	Nil	Nil



(v) Shareholding of Directors and Key Managerial Personnel

Sl. No	For Each of the Directors and KMP	Shareholding at the beginning of the year		Cumulative Shareholding	
		No. of shares	% of total shares of the Company	No. of shares	% of total shares of the Company
	At the beginning of the year	Nil	Nil	Nil	Nil
	Date wise Increase / Decrease in Share holding during the year specifying the reasons for increase / decrease (e.g. allotment / transfer / bonus/ sweat equity etc)	Nil	Nil	Nil	Nil
	At the End of the year	Nil	Nil	Nil	Nil

V. INDEBTEDNESS

Indebtedness of the Company including interest outstanding/accrued but not due for payment is Nil.

VI. REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL

A. Remuneration to Managing Director, Whole-time Directors and/or Manager:

Sl. no.	Particulars of Remuneration	O N Singh WTD	Taketoshi Nagaoka MD	Total Amount
1.	Gross salary (a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961 (b) Value of perquisites u/s 17(2) Income-tax Act, 1961 (c) Profits in lieu of salary under section 17(3) Incometax Act, 1961	60,00,004	53,85,009	1,13,85,013
2.	Stock Option	-	-	-
3.	Sweat Equity	-	-	-
4.	Commission – as % of profit - others, specify...	-	-	-
5.	Others, please specify: · Profit Link Remuneration · Directors Sitting fees	30,00,000 2,30,000	27,00,000 2,15,000	57,00,000 4,45,000
	Total (A) Ceiling as per the Act	92,30,004	83,00,009	1,75,30,013



B. *Remuneration to other Directors

Sl. no	Particulars of Remuneration	Name of Directors										Total Amount			
		Anantha Krishna	Murali dharan	Ram Niwas Jain	Mohit Burman	Ravinder Kumar Kaul	Rakesh Sethi	Koji Shigeru Shikada	Shiro Sato	C Kono	M Narndra				
1	Independent Directors • Fee for attending board / committee meetings • Commission • Others, please specify	-	1,15,000	0	-	-	-	-	-	-	-	-	-	-	1,15,000
	Total (1)	-	1,15,000	0	-	-	-	-	-	-	-	-	-	-	1,15,000
2	Other Non-Executive Directors														
	• Fee for attending board / committee meetings • Commission • Others, please specify	2,60,000	-	-	70,000	1,55,000	70,000	1,60,000	65,000	15,000	45,000	8,40,000			
	Total (2)	2,60,000	-	-	70,000	1,55,000	70,000	1,60,000	65,000	15,000	45,000	8,40,000			
	Total (B)=(1+2)	2,60,000	1,15,000	0	70,000	1,55,000	70,000	1,60,000	65,000	15,000	45,000	9,55,000			
	Total Managerial Remuneration														
	Overall Ceiling as per the Act*														

*The remuneration paid to other director is within overall Ceiling as per the Act.



C. Remuneration to Key Managerial Personnel Other than MD/Manager/WTD

Sl. no.	Particulars of Remuneration	Key Managerial Personnel		
		Company Secretary	Chief Financial Officer	Total
1.	Gross salary (a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961 (b) Value of perquisites u/s 17(2) Income-tax Act, 1961 (c) Profits in lieu of salary under section 17(3) Income-tax Act, 1961	13,43,589	29,74,808	43,18,397
2.	Stock Option	-	-	-
3.	Sweat Equity	-	-	-
4.	Commission - as % of profit - others, specify...	-	-	-
5.	Others, please specify	-	-	-
	Total	13,43,589	29,74,808	43,18,397

VII. PENALTIES / PUNISHMENT/ COMPOUNDING OF OFFENCES

Type	Section of the Companies Act	Brief Description	Details of Penalty / Punishment/ Compounding fees imposed	Authority [RD / NCLT / COURT]	Appeal made, if any (give Details)
A. COMPANY					
Penalty					
Punishment	_____	_____	NIL	_____	_____
Compounding					
B. DIRECTORS					
Penalty					
Punishment	_____	_____	NIL	_____	_____
Compounding					
C. OTHER OFFICERS IN DEFAULT					
Penalty					
Punishment	_____	_____	NIL	_____	_____
Compounding					



Annexure 2 Form AOC 2

Form No. AOC-2

(Pursuant to clause (h) of sub-section (3) of section 134 of the Act and Rule 8(2) of the Companies (Accounts) Rules, 2014)

Form for disclosure of particulars of contracts/arrangements entered into by the Company with related parties referred to in sub-section (1) of section 188 of the Companies Act, 2013 including certain arms length transactions under third proviso thereto

Sr. No	Nature of contracts / transactions	Name of the Related Party	Nature of relationship	Duration of contracts	Salient Terms of contracts/ transactions	Amount paid / Received (Rs in Millions)	Amount paid in advance if any
1	Premium Income (rendering of services)	Allahabad Bank	Promoters	-	At Market Price	89.36	Nil
2	Claim Payments	Allahabad Bank	Promoters	-	At Market Price	9.07	Nil
3	Commission payout	Allahabad Bank	Promoters	3 years	At Market Price	108.75	Nil
4	Other Expenditure – Bank Charges for availing CMS facility	Allahabad Bank	Promoters	-	At Market Price	1.67	Nil
5	Term Deposit	Allahabad Bank	Promoters	5 years	Interest at applicable interest rate	0.17	Nil
6	Premium Income (rendering of services)	Sampo Japan Nipponkoa Insurance Inc.	Promoters	-	At Market Price	0.10	Nil
7	Reinsurance Arrangement Premium (Net of Commission)	Sampo Japan Nipponkoa Insurance Inc.	Promoters	-	At Market Price	154.80	Nil
8	Reinsurance Arrangement for Recovery of Claims	Sampo Japan Nipponkoa Insurance Inc.	Promoters	-	At Market Price	53.65	Nil
9	Reimbursement received for Other expenses.	Sampo Japan Nipponkoa Insurance Inc.	Promoters	-	At Market Price	1.32	Nil

Annexure 3 Secretarial Audit Report

Form No. MR-3

SECRETARIAL AUDIT REPORT

FOR THE FINANCIAL YEAR ENDED 31st MARCH 2015

[Pursuant to section 204(1) of the Companies Act, 2013 and rule No.9 of the Companies (Appointment and Remuneration Personnel) Rules, 2014]

To,
The Members,
Universal Sompo General Insurance Company Limited

We have conducted the secretarial audit of the compliance of applicable statutory provisions and the adherence to good corporate practices by Universal Sompo General Insurance Company Limited (hereinafter called the Company). Secretarial Audit was conducted in a manner that provided us a reasonable basis for evaluating the corporate conducts/ statutory compliances and expressing our opinion thereon.

Based on our verification of Universal Sompo General Insurance Company Limited's books, papers, minute books, forms and returns filed and other records maintained by the Company and also the information provided by the Company, its officers, agents and authorized representatives during the conduct of secretarial audit, We hereby report that in our opinion, the Company has, during the audit period covering the financial year ended on 31st March 2015, complied with the statutory provisions listed hereunder and also that the Company has proper Board-processes and compliance mechanism in place to the extent, in the manner and subject to the reporting made hereinafter:

We have examined the books, papers, minute books, forms and returns filed and other records maintained by the Company for the financial year ended on 31st March, 2015 according to the provisions of:

- (i) The Companies Act, 2013 (the Act) and the rules made there under;
- (ii) Insurance Act, 1938;
- (iii) Insurance Regulatory and Development Authority Act, 1999;
- (iv) General Insurance Business (Nationalisation) Act, 1972

During the period under review the Company has complied with the provisions of the Act, Rules, Regulations, Guidelines, Standards, etc. mentioned above subject to following observations:

1. The Company has two Independent Directors on its Board. As per Section 177 (2) of Companies Act, 2013, majority of the directors of the Audit Committee shall be Independent Directors and as per rule 5 of corporate governance guidelines for insurance companies, companies should have a minimum of two independent directors so long as they are unlisted. Also, as per rule 4 of the Companies (Appointment and Qualification of Directors) Rules, 2014, in case a Company is required to appoint a higher number of independent due to composition of its Audit Committee, such higher number of Independent Directors shall be applicable to it. The Audit Committee of the Company consists of five Directors out of which two are Independent, thus not forming majority. However, Clause 13.2.3 of the Company's shareholders' agreement states that "the Board shall appoint/nominate two Independent Directors on the Board."
In view of the aforementioned facts the Company is required to alter its existing shareholders' agreement and appoint one more Independent Director on its Board.
2. The Company has not appointed a woman Director as per the requirement Section 149 of the Companies Act, 2013.
3. The Independent Directors of the Company could not hold a separate meeting during the financial year ended 31st March, 2015 pursuant to schedule IV of Companies Act, 2013. As per explanation given by the Management, meeting could not be held since Company had only one Independent Director on its Board & the other Independent Director was appointed in February, 2015.



We further report that

The Board of Directors of the Company is duly constituted with proper balance of Executive Directors, Non-Executive Directors and Independent Directors except existence of woman Director as reported above. The changes in the composition of the Board of Directors that took place during the period under review were carried out in compliance with the provisions of the Act.

Adequate notice is given to all directors to schedule the Board Meetings, agenda and detailed notes on agenda were sent at least seven days in advance, and a system exists for seeking and obtaining further information and clarifications on the agenda items before the meeting and for meaningful participation at the meeting.

During the period of Audit, all the decisions in the Board meetings were carried out unanimously.

We have relied on the representation made by the Company, its Officers and Reports of the Statutory Auditor and Internal Auditor for systems and mechanism framed by the Company for compliances under other Acts, Laws and Regulations applicable to the Company as listed in Annexure I.

We further report that there are adequate systems and processes in the Company commensurate with the size and operations of the Company to monitor and ensure compliance with applicable laws, rules, regulations and guidelines as mentioned above and listed in Annexure I.

We further report that during the audit period there were no specific events/ actions having a major bearing on the Company's affairs.

Place : Mumbai

Date : 13/05/2015

Pramod Shah-Partner
Pramod S. Shah & Associates
FCS No.: 334
C P No.: 3804

Annexure I

1. Professional Tax Act, 1975 and Rules
2. Payment of Gratuity Act, 1972
3. Contract Labour (R&A) Act, 1970
4. Employees State Insurance Act, 1947
5. Employees' Provident Fund & Misc provisions Act, 1952
6. Equal Remuneration Act, 1976
7. Minimum Wages Act, 1948
8. Payment of Bonus Act, 1965
9. Shop and Establishment Act
10. Income Tax Act, 1961
11. Finance Act, 1994



UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED

Registration No.: 134

Date of Registration: 16th November 2007

Management Report

In accordance with Part IV Schedule B of the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002, and with respect to the operations of the Company for the year ended March 31, 2015, the Management of the Company submits the following Report:

1. The license of General Insurance business (Registration No. 134) granted by the Insurance Regulatory and Development Authority (IRDA) continues to stand valid as on the Balance Sheet date and also as of the date of signing the financial statements. The Company has obtained renewal of registration certificate from IRDA for the year 2015-16 as required under section 3A of the Insurance Act, 1938.
2. To the best of our knowledge and belief, all the dues payable to the statutory authorities for the year ended 31st March 2015 have been duly paid.
3. We confirm that the shareholding pattern during the year ended 31st March 2015 was in accordance with the Statutory and or regulatory requirements.
4. We declare that the funds of the holders of policies issued in India have not been directly or indirectly invested outside India.
5. We confirm that the required solvency margin has been maintained.
6. We certify that the values of all assets have been reviewed on the date of the Balance Sheet and to the best of the Management's knowledge and belief, the assets set forth in the Balance Sheet as at 31st March 2015 are shown in the aggregate at amounts not exceeding their realizable or market value, under the headings – "Loans", "Investments", "Agents balances", "Outstanding Premiums", "Interest, Dividend and Rents outstanding", "Interest, Dividends and Rents accruing but not due", "Amounts due from other persons or Bodies carrying on insurance business", "Sundry Debtors", "Bills Receivable", "Cash" and the several items specified under "Other Accounts", except debt securities which are shown at amortized cost as per IRDA Regulations.
7. The entire gross risk exposure of the portfolio consists of fire, engineering, motor, casualty, health, personal accident, rural and other lines of business.

The overall exposure is spread over various sectors including but not limited to power, textile, heavy and light engineering, paper, services, fast moving consumer goods, auto components etc across urban and rural segments as well as across demography.

The business underwritten pertains to the various products filed by us with IRDA, as per the file & use procedure.

The Company has put in place a reinsurance program. The risks underwritten by the Company are covered adequately by the reinsurance treaties as per reinsurance program which cover both the gross risks through proportional treaties and net risks through non-proportional treaties. The Company monitors the exposure closely and effective remedial action is taken wherever deemed necessary.

8. There were no operations of the Company in any other country during the year ended 31st March 2015.
9. a) For ageing analysis of claims outstanding during the preceding five years, please refer Annexure 1.
b) For average claims settlement time during the preceding five years, please refer Annexure 2.
10. We certify that the investments made in debt securities have been valued at historical cost subject to amortization of premium / discount. The same is in accordance with the regulations.

For the purpose of comparison, the fair market value of debt securities has been arrived on a yield to maturity (YTM) basis by using the appropriate discount rates derived from the yield curve data provided by the Fixed Income and Money Market Dealers Association (FIMMDA)

The listed equities at the balance sheet date based on the last quoted closing price on the NSE and in case these are not listed on the NSE then based on last quoted closing price on the BSE.



Mutual fund investments are stated at fair value, being the closing net asset value as at the balance sheet date.

In accordance with the regulation, unrealized gain/loss arising due to changes in fair value of listed equity shares and mutual fund investment are not taken to revenue(s) / profit and loss account but are taken to the fair value change account. This balance in the fair value change account is not available for distribution, pending realization.

11. Investment as on March 31, 2015 amount to Rs. 10,356 millions (Refer schedule 8, previous year Rs 8,895 millions). Income from investment operations amounts to Rs 958 millions (previous year Rs 738 millions) and interest income from Terrorism Pool and erstwhile Motor third party pool amount is Rs.79 million.

Investments other than deposits with the banks, loans, units of mutual fund, units of venture fund and security receipts are only in regularly traded instruments in the secondary markets. The company's debt investment comprises largely of government securities, PSU bonds, AAA and AA+/P1+ rated security.

All are performing investments with no arrears of any payments due. Investments are managed in consonance with the investment policy framed from time to time by the Board are within the investment Regulations and guidelines of IRDA.

12. The Management of the Company certifies that:
- In the preparation of the financial statements, the applicable accounting standards, principles and policies have been followed and there are no material departures.
 - The company has adopted accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent, so as to give a true and fair view of the state of affairs of the Company as of 31st March 2015, and of the operating profit of the Fire, Marine and operating loss of Miscellaneous Insurance business and Profit and Loss Account.
 - The Management of the Company has taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the applicable provisions of the Insurance Act, 1938, (4 of 1938) read with the Insurance Laws (Amendment) Act, 2015 and the provisions of the Companies Act, 2013 in the manner so required, for safeguarding the assets of the Company and for preventing and detecting and other irregularities.
 - The Management has prepared the financial statements on a going concern basis.
 - The management has ensured that an internal audit system commensurate with the size and the nature of the business exists and nature of the business exists and is operating effectively.
13. The schedule of payments which have been made to the individuals, firms, companies and organizations in which the directors of the insurer are interested for the year ended 31st March 2015 please refer to Annexure 3.

For and on behalf of the Board of Directors

Sd/-
O.N. Singh
Executive Chairman

Sd/-
C. R. Muralidharan
Director

Sd/-
Taketoshi Nagaoka
Managing Director

Sd/-
Sarvesh Agrawal
Chief Financial Officer

Place: Mumbai
Date: May 3rd, 2015.

Sd/-
Shilpa Mantri
Company Secretary

UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED



Universal Sompo General Insurance Co. Ltd.

Annexure 1

DETAILS OF CLAIMS OUTSTANDING DURING THE PRECEDING FIVE YEARS

Period	2014-15										Total Nos	Total Amount																
	Fire		Marine Cargo		Marine Others		Motor-OD		Motor-TP				Workmen's Compensation		Personal Accident		Health		Public/Product Liability		Engineering		Aviation		Trade Credit		Others	
	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount			No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount
30 days	39	1,893	55	459	-	-	1,316	2,554	98	15,239	27	19	43	259	2,449	2,652	2	30	7	152	-	4	0	234	600	4,270	23,861	
30days to 6 months	95	8,787	26	34	-	-	725	245	822	4,512	20	7	52	53	442	127	-	-	16	275	-	-	-	239	3,058	2,437	17,097	
6 months to 1 year	13	1,569	1	2	-	-	-	-	1,311	6,218	-	-	-	-	-	-	-	-	2	8	-	-	3	5	49	328	1,379	8,129
1 year to 5 years	24	3,611	2	304	-	-	-	-	3,380	14,142	-	-	-	-	-	-	-	-	4	459	-	-	-	145	799	3,555	19,314	
5 years and above	3	127	-	-	-	-	-	-	14	67	-	-	-	-	-	-	-	-	-	-	-	-	-	4	12	21	206	
Grand Total	174	15,986	84	798	-	-	2,041	2,798	5,625	40,478	47	26	95	312	2,891	2,779	2	30	29	894	-	4	3	5	671	4,797	11,662	68,607

Period	2013-14										Total Nos	Total Amount																
	Fire		Marine Cargo		Marine Others		Motor-OD		Motor-TP				Workmen's Compensation		Personal Accident		Health		Public/Product Liability		Engineering		Aviation		Trade Credit		Others	
	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount			No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount
30 days	37	3,072	51	291	-	-	1,157	1,819	73	15,400	6	96	41	202	1,532	1,891	1	37	12	229	-	2	8	20	178	342	3,096	23,401
30days to 6 months	105	3,134	55	155	-	-	901	953	1,026	4,726	19	8	26	33	584	202	-	-	23	887	-	-	-	-	255	827	2,994	10,925
6 months to 1 year	27	1,647	5	42	-	-	1	17	1,572	6,765	-	-	-	-	1	5	-	-	3	164	-	-	-	-	82	627	1,691	9,268
1 year to 5 years	22	854	2	295	-	-	-	-	2,421	9,108	-	-	-	-	-	-	-	-	3	209	-	-	1	1	137	604	2,586	11,071
5 years and above	-	-	-	-	-	-	-	-	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-
Grand Total	191	8,707	113	783	-	-	2,059	2,789	5,093	36,000	25	105	67	235	2,117	2,098	1	37	41	1,489	-	2	9	21	652	2,401	10,368	54,666

Period	2012-13										Total Nos	Total Amount																
	Fire		Marine Cargo		Marine Others		Motor-OD		Motor-TP				Workmen's Compensation		Personal Accident		Health		Public/Product Liability		Engineering		Aviation		Trade Credit		Others	
	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount			No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount
30 days	34	885	57	302	-	-	1,408	979	255	16,674	10	102	34	145	1,217	1,010	1	35	10	225	-	2	6	13	188	281	3,220	20,654
30days to 6 months	103	1,042	76	152	-	-	1,553	1,318	1,443	4,543	30	21	47	42	488	155	-	-	27	150	-	-	6	27	263	630	4,036	8,081
6 months to 1 year	38	1,154	6	36	-	-	184	360	461	1,658	9	14	8	8	24	24	-	-	8	327	-	-	-	-	59	314	775	3,883
1 year to 5 years	18	663	1	300	-	-	12	62	1,199	4,447	-	-	-	-	-	-	-	-	3	100	-	-	-	-	96	316	1,329	5,888
5 years and above	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Grand Total	193	3,743	140	790	-	-	3,157	2,719	3,388	27,322	49	137	89	195	1,707	1,189	1	35	48	802	-	2	12	40	606	1,540	9,360	38,516



UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED

Annexure 1

DETAILS OF CLAIMS OUTSTANDING DURING THE PRECEDING FIVE YEARS

Period	2011-12		2010-11		2009-10		2008-09		2007-08		2006-07		2005-06		Total Nos	Total Amount														
	Fire		Marine Cargo		Marine Others		Motor-OD		Motor-TP		Workmen's Compensation		Personal Accident				Health		Public/Product Liability		Engineering		Aviation		Trade Credit		Others			
	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount			No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount
30 days	30	2,072	49	116	-	-	-	-	1,337	1,058	176	13,474	-	51	14	131	809	671	-	17	1	164	-	-	-	-	185	277	2,601	18,032
30days to 6 months	107	1,271	89	472	-	-	-	-	1,143	972	562	1,514	23	21	64	48	675	242	-	-	29	153	-	-	-	-	257	330	2,949	5,025
6 months to 1 year	41	488	25	130	-	-	-	-	119	267	546	1,170	5	1	4	8	67	26	-	-	9	27	-	-	-	79	237	895	2,355	
1 year to 5 years	14	464	4	8	-	-	-	-	7	66	535	1,285	-	-	-	-	13	27	-	-	4	24	-	-	-	56	147	633	2,021	
5 years and above	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Grand Total	192	4,295	167	727	-	-	-	-	2,606	2,362	1,819	17,445	28	73	82	188	1,564	966	-	17	43	368	-	-	-	577	992	7,078	27,432	

Period	2010-11		2009-10		2008-09		2007-08		2006-07		2005-06		2004-05		Total Nos	Total Amount														
	Fire		Marine Cargo		Marine Others		Motor-OD		Motor-TP		Workmen's Compensation		Personal Accident				Health		Public/Product Liability		Engineering		Aviation		Trade Credit		Others			
	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount			No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount
30 days	22	1,109	53	79	-	-	-	-	1,930	1,322	80	4,090	3	3	16	90	803	603	-	-	13	56	-	-	-	-	231	173	3,151	7,525
30days to 6 months	72	579	59	58	-	-	-	-	2,154	1,068	392	895	3	5	41	98	579	200	-	-	29	47	-	-	-	-	274	287	3,603	3,237
6 months to 1 year	47	395	32	208	-	-	-	-	425	344	241	469	5	9	13	43	50	28	-	-	7	24	-	-	-	51	188	871	1,708	
1 year to 5 years	16	418	1	3	-	-	-	-	4	11	53	123	-	-	-	-	3	11	-	-	3	18	-	-	-	26	71	106	684	
5 years and above	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Grand Total	157	2,502	145	348	-	-	-	-	4,513	2,746	766	5,577	11	17	70	231	1,435	842	-	-	52	144	-	-	-	582	719	7,731	13,125	

**UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED****Annexure 2****DETAILS OF CLAIM SETTLEMENT TIME FOR THE PRECEDING FIVE YEARS**

LOB	2010-11		2011-12		2012-13		2013-14		2014-15	
	No of Claims Settled	Avg. Settlement Time (Days)	No of Claims Settled	Avg. Settlement Time (Days)	No of Claims Settled	Avg. Settlement Time (Days)	No of Claims Settled	Avg. Settlement Time (Days)	No of Claims Settled	Avg. Settlement Time (Days)
Fire	437	132	654	130	773	125	995	121	1,018	101
Marine Cargo	1,123	42	1,585	47	1,897	45	2,450	36	3,013	26
Marine Hull	-	-	-	-	-	-	-	-	-	-
Motor (Excl. TP)	29,760	54	32,429	52	32,565	49	31,895	47	36,748	35
Workmen Compensation	39	166	56	174	115	142	171	140	355	66
Personal Accident	568	56	502	101	453	109	557	94	695	62
Health	13,773	21	15,093	20	18,290	20	27,612	20	41,403	19
Public/Product Liability	-	-	-	-	-	-	-	-	1	30
Engineering	87	112	147	149	110	139	160	140	151	104
Aviation	-	-	-	-	-	-	-	-	-	-
Trade Credit	-	-	-	-	1	15	12	149	8	154
Miscellaneous	379	116	703	118	1040	111	1083	99	1096	109
Rural	2,108	61	2,743	49	3,386	39	4,435	37	3,607	38
Total	48,274	46	53,912	45	58,630	42	69,370	38	88,095	29

Note :- The above ageing does not include Legal & Motor Third party claims, typically settled through MACT & other judicial forums along with RI Payment & Incoming coinsurance.

**UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED****Annexure 3****List of payments to parties in which Directors are interested****(Rs. in Lakhs)**

Sr. No.	Name of the Director	Entity in which Director is interested	Interested as	Amount	Nature of payments
1	O N Singh Rakesh Sethi R.K.Kaul	Allahabad Bank	Director	16.70 1,087.50 90.68	i.Bank Charges ii.Commission iii.Claim payments
2	M Narendra	Indian Overseas Bank	Director	1,328.85 37.89	i.Commission ii. Claim payments
3	Ananthakrishna	The Karnataka Bank	Director	441.83 169.50 0.72 0.01	i.Commission ii.Rent iii. Claim payment iv.Bank Charges
4	Shiro Sato	*Sompo Japan Nipponkoa Insurance Inc.	Director	93,787.73	i. Reinsurance

*Change of name of the nominee Company Sompo Japan Insurance Inc. to Sompo Japan Nipponkoa Insurance Inc. consequent to the merger w.e.f 1st September, 2014

Sitting Fees paid to Directors**(Rs. in Lakhs)**

Sr.No.	Name of the Director	Amount	Nature of payments
1	Ananthakrishna	2.60	Director sitting Fee
2	Shiro Sato	0.65	Director sitting Fee
3	C Kono	0.15	Director sitting Fee
4	C R Muralidharan	1.15	Director sitting Fee
5	Koji Shikada	1.60	Director sitting Fee
6	M Narendra	0.45	Director sitting Fee
7	Mohit Burman	0.70	Director sitting Fee
8	O N Singh	2.30	Director sitting Fee
9	R K Kaul	1.55	Director sitting Fee
10	Rakesh Sethi	0.70	Director sitting Fee
11	Takashi Ebihara	0.15	Director sitting Fee
12	Taketoshi Nagaoka	2.15	Director sitting Fee

INDEPENDENT AUDITOR'S REPORT

To

The Members of Universal Sampo General Insurance Company Limited

Report on the Financial Statements

We have audited the accompanying financial statements of **Universal Sampo General Insurance Company Limited** ("the Company"), which comprise the Balance Sheet as at 31st March, 2015, the Revenue Accounts, the Profit and Loss Account and the Receipts and Payments Account for the year then ended, the schedule annexed thereto and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

The Company's Board of Directors is responsible for the matters stated in Section 134(5) of the Companies Act, 2013 ("the Act"), with respect to the preparation of these financial statements that give a true and fair view of the financial position, financial performance and receipts and payments of the Company in accordance with accounting principles generally accepted in India, including the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014 and the provisions of the Insurance Act, 1938 (the "Insurance Act") read with the Insurance Laws (Amendment) Act, 2015, the Insurance Regulatory and Development Authority Act, 1999 (the "IRDA Act"), the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002 (the "IRDA Financial Statements Regulations"), orders/directions issued by the Insurance Regulatory and Development Authority (the "IRDA") in this behalf. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit.

We have taken into account the provisions of the Act, the accounting and auditing standards and matters which are required to be included in the audit report under the provisions of the Act and the Rules made thereunder.

We conducted our audit in accordance with the Standards on Auditing specified under Section 143(10) of the Act. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal financial control relevant to the Company's preparation of the financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on whether the Company has in place an adequate internal financial controls system over financial reporting and the operating effectiveness of such controls. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by Company's Directors, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the financial statements.



Opinion

In our opinion and to the best of our information and according to the explanations given to us, the aforesaid financial statements are prepared in accordance with the requirements of the Insurance Act, 1938 read with the Insurance Laws (Amendment) Act, 2015, the Insurance Regulatory and Development Authority Act, 1999, Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002 read with the Act (i.e. Companies Act, 2013) and give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India, of the state of affairs of the Company as at 31st March, 2015, its operating profits under Fire & Marine Revenue Accounts, its operating losses under Miscellaneous Revenue Account, its Profit so far as it relates to the Profit & Loss Account and Receipts and Payments for the year ended on that date.

Report on Other Legal and Regulatory Requirements

1. As required by the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002, we have issued a separate certificate dated May 03rd, 2015 certifying the matters specified in paragraphs 3 and 4 of Schedule C to the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002.
2. As required by the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002, read with Section 143(3) of the Companies Act, 2013, we report that:
 - (a) we have sought and obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purposes of our audit.;
 - (b) in our opinion, proper books of account as required by law have been kept by the Company so far as it appears from our examination of those books.;
 - (c) as the Company's financial accounting system is centralized, no returns for the purposes of our audit are prepared at the branches of the Company.;
 - (d) the Balance Sheet, the Revenue Accounts, the Profit and Loss Account and the Receipts and Payments Account dealt with by this report are in agreement with the books of account.;
 - (e) in our opinion, the aforesaid financial statements comply with the Accounting Standards specified under Sections 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014 to the extent they are not inconsistent with the accounting principles prescribed in the Regulations and orders/directions issued by the IRDA in this regard;
 - (f) in our opinion and to the best of our information and according to the explanations given to us, investments have been valued in accordance with the provisions of the Insurance Act, the Regulations and/or orders/directions issued by the IRDA in this regard;
 - (g) The actuarial valuation of liabilities in respect of Incurred But Not Reported (IBNR) and Incurred But Not Enough Reported (IBNER) as at March 31, 2015 other than for reinsurance accepted from Declined Risk Pool (DR Pool) has been duly certified by the Senior Consulting Actuary appointed by the Company and relied upon by us. The Senior Consulting Actuary has also certified that the assumptions considered by him for such valuations are in accordance with the guidelines and norms issued by the IRDA and Actuarial Society of India in concurrence with the IRDA. In respect of reinsurance accepted from DR Pool, IBNR/IBNER has been recognised based on estimates received from DR Pool.
 - (h) On the basis of written representations received from the directors as on 31st March, 2015 taken on record by the Board of Directors, none of the Directors is disqualified as on 31st March, 2015 from being appointed as a Director in terms of Section 164(2) of the Act.



- (i) In respect of the matters referred in Rule 11 of the Companies (Audit and Auditors) Rules, 2014, in our opinion and to the best of our information and according to the explanations given to us, we report that :
- i. The Company has disclosed the impact of pending litigations on its financial position in its financial statements – Refer Note 3, of Schedule 16, to the financial statements;
 - ii. The Company did not have any long-term contracts including derivative contracts for which there were any material foreseeable losses.
 - iii. There were no amounts which were required to be transferred to the Investor Education and Protection Fund by the Company

For Rajendra K. Goel & Co.
Chartered Accountants

For Ramesh C. Agrawal & Co.
Chartered Accountants

Sd/-
R.K. Goel
Partner
Membership No. 006154
Firm Reg. No. 001457N

Sd/-
R. C. Agrawal
Partner
Membership No. 070229
Firm Reg. No. 001770C

Place: Mumbai
Date: 3rd May. 2015



Independent Auditor's Certificate

In accordance with the information and explanations given to us and to the best of our knowledge and belief and based on our examinations of the books of account and other records maintained by the Universal Sompo General Insurance Company Limited for the year ended 31st March 2015, we certify that:

1. We have reviewed the Management Report attached to the financial statements for the year ended March 31, 2015 and on the basis of our review, there are no apparent mistakes or material inconsistencies with the financial statements; and
2. Based on the management representations and compliance certificates submitted to the Board of Directors by the officers of the Company charged with compliance and the same being noted by the Board, we certify that the Company has complied with the terms and conditions of registration stipulated by Insurance Regulatory and Development Authority (IRDA);
3. We have verified the cash balances, to the extent considered necessary, the securities relating to the Company's investments as at March 31, 2015, by actual inspection or on the basis of certificates/confirmations received from custodian and/or Depository Participants appointed by the Company, as the case may be;
4. The Company is not the trustee of any trust; and
5. No part of the assets of the Policy Holders' Funds has been directly or indirectly applied in contravention of the provisions of the Insurance Act, 1938 relating to the application and investments of the Policy Holders' Funds.

This certificate is issued to comply with paragraphs 3 and 4 of Schedule C of the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations 2002, and is not intended to be used or distributed for any other purpose.

For Rajendra K. Goel & Co.
Chartered Accountants

For Ramesh C. Agrawal & Co.
Chartered Accountants

Sd/-
R.K.Goel
Partner
Membership No. 006154
Firm Registration No.:- 001457N

Sd/-
R.C. Agrawal
Partner
Membership No. 070229
Firm Registration No.:- 001770C

Place: Mumbai
Date: May 3rd, 2015.

**UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED**

IRDA Registration No. 134, dated November 16, 2007

Balance Sheet as at March 31, 2015

Particulars	Schedule	(Rs. in '000s)	(Rs. in '000s)
		At March 31, 2015	At March 31, 2014
Sources of Funds			
Share Capital	5	3,500,000	3,500,000
Reserves and Surplus	6	858,000	858,000
Fair Value Change Account		43,339	(864)
Borrowings	7	-	-
Total		4,401,339	4,357,136
Application of Funds			
Investments	8	10,356,983	8,895,190
Loans	9	-	-
Fixed Assets	10	174,847	127,466
Deferred Tax Asset (Net)		15,137	108,936
Current Assets			
Cash and Bank Balances	11	887,758	320,823
Advances and Other Assets	12	2,940,027	2,103,822
Sub-Total (A)		3,827,785	2,424,645
Current Liabilities	13	8,616,562	6,459,908
Provisions	14	3,105,712	2,675,999
Sub-Total (B)		11,722,274	9,135,907
Net Current Assets (C) = (A - B)		(7,894,489)	(6,711,262)
Miscellaneous Expenditure (to the extent not written off or adjusted)	15	-	-
Debit Balance in Profit and Loss Account		1,748,861	1,936,806
Total		4,401,339	4,357,136

Significant accounting policies and notes to financial statements
Schedules referred to above form an integral part of the Balance
Sheet.

As per our attached report of even date.

For Rajendra K. Goel & Co.
Chartered Accountants

For Ramesh C. Agrawal & Co.
Chartered Accountants

For and on behalf of the Board of Directors

Sd/-
R. K. Goel
Partner
Membership No. 006154
Firm Reg. No.001457N

Sd/-
R. C. Agrawal
Partner
Membership No. 070229
Firm Reg. No.001770C

Sd/-
O. N. Singh
Executive Chairman
DIN no.00182616

Sd/-
C. R. Muralidharan
Director
DIN no.02443277

Sd/-
Taketoshi Nagaoka
Managing Director
DIN no.01657513

Sd/-
Sarvesh Agrawal
Chief Financial Officer
Membership no. 111185

Sd/-
Shilpa Mantri
Company Secretary
Membership no. A22028

Place: Mumbai
Date: May 3rd, 2015



Universal Sompo General Insurance Co. Ltd.

UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED
IRDA Registration No. 134, dated November 16, 2007
Profit and Loss Account for the Year Ended March 31, 2015

Particulars	Schedule	(Rs. in '000s)	(Rs. in '000s)
		Year Ended March 31, 2015	Year Ended March 31, 2014
Operating Profit / (Loss)			
(a) Fire Insurance		119,093	92,804
(b) Marine Insurance		36,855	2,347
(c) Miscellaneous Insurance		(111,085)	(186,648)
		<u>44,863</u>	<u>(91,497)</u>
Income from Investments			
(a) Interest, Dividend and Rent -Gross		218,411	198,757
(b) Profit on sale / redemption of investments		25,263	8,047
Less : Loss on sale of investments		(1,234)	(6,664)
(c) Amortization of Discount / (Premium)		(3,721)	(4,254)
		<u>238,719</u>	<u>195,886</u>
Other Income (To be specified)			
Miscellaneous Income		32	-
Profit on Sale / Write off of Fixed Assets (Net)		13	-
		<u>45</u>	<u>-</u>
Total (A)		<u>283,627</u>	<u>104,389</u>
Provisions (Other than taxation)			
(a) For diminution in the value of investments		-	-
(b) For doubtful debts		-	-
(c) Others		-	-
		<u>-</u>	<u>-</u>
Other Expenses			
(a) Expenses other than those related to Insurance Business		-	-
(b) Bad debts written off		-	-
(c) Others (To be specified)		-	-
Director Sitting fees and Board meeting expenses		1,882	1,901
Foreign Exchange (Gain) / Loss		-	-
		<u>1,882</u>	<u>1,901</u>
Total (B)		<u>1,882</u>	<u>1,901</u>
Profit / (Loss) Before Tax (A) - (B)		<u>281,745</u>	<u>102,488</u>
Provision for taxation			
(a) Current tax		-	-
(b) Deferred tax		93,799	6,030
(c) Wealth tax		-	-
		<u>93,799</u>	<u>6,030</u>
Profit / (Loss) After Tax		<u>187,946</u>	<u>96,458</u>
Appropriations			
(a) Interim dividends paid during the year		-	-
(b) Proposed final dividend		-	-
(c) Dividend distribution tax		-	-
(d) Transfer to any Reserves or Other Accounts		-	-
		<u>-</u>	<u>-</u>
Balance of Profit / (Loss) brought forward from last year		<u>(1,936,807)</u>	<u>(2,033,264)</u>
Balance carried forward to Balance Sheet		<u>(1,748,861)</u>	<u>(1,936,806)</u>
EARNINGS PER SHARE			
Basic (in Rupees)		0.54	0.28
Diluted (in Rupees)		0.54	0.28
Nominal Value per Equity Share (in Rupees)		10.00	10.00

Significant accounting policies and notes to financial statements 16
Schedules referred to above form an integral part of the Profit and Loss Account.
This is the Profit and Loss Account referred to in our report of even date.

For Rajendra K. Goel & Co.
Chartered Accountants

For Ramesh C. Agrawal & Co.
Chartered Accountants

For and on behalf of the Board of Directors

Sd/-
R. K. Goel
Partner
Membership No. 006154
Firm Reg. No.001457N

Sd/-
R. C. Agrawal
Partner
Membership No. 070229
Firm Reg. No.001770C

Sd/-
O. N. Singh
Executive Chairman
DIN no.00182616

Sd/-
C. R. Muralidharan
Director
DIN no.02443277

Sd/-
Taketoshi Nagaoka
Managing Director
DIN no.01657513

Sd/-
Sarvesh Agrawal
Chief Financial Officer
Membership no. 111185

Place: Mumbai
Date: May 3rd, 2015

Sd/-
Shilpa Mantri
Company Secretary
Membership no. A22028

**UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED**

IRDA Registration No. 134, dated November 16, 2007

Revenue Account for Fire business for the Year Ended March 31, 2015

Particulars	Schedule	(Rs. in '000s)	(Rs. in '000s)
		Year Ended March 31, 2015	Year Ended March 31, 2014
Income			
Premium earned (Net)	1	583,400	448,497
Profit / (Loss) on sale / redemption of Investments		8,412	411
Others - Miscellaneous Income		5,142	-
Interest, Dividend and Rent - Gross		76,449	59,016
Amortization of Discount / (Premium)		(1,302)	(1,263)
Foreign Exchange (Gain) / Loss		-	-
Total (A)		672,101	506,661
Expenditure			
Claims Incurred (Net)	2	277,938	186,374
Commission	3	37,316	11,200
Operating Expenses related to Insurance Business	4	237,754	216,283
Premium Deficiency		-	-
Others		-	-
Total (B)		553,008	413,857
Operating Profit / (Loss) from Fire Business (C) = (A) - (B)		119,093	92,804
Appropriations			
Transfer to Shareholders' Account		119,093	92,804
Transfer to Catastrophe Reserve		-	-
Transfer to Other Reserves		-	-
Total (C)		119,093	92,804
Significant accounting policies and notes to financial statements	16		
Schedules referred to above form an integral part of the Revenue Account.			

As required by Section 40C(2) of the Insurance Act, 1938, we hereby certify that all expenses of management in respect of general insurance business transacted by the Company have been fully debited in the Revenue Account as expenses.

This is the Revenue Account referred to in our report of even date.

For Rajendra K. Goel & Co.
Chartered Accountants

For Ramesh C. Agrawal & Co.
Chartered Accountants

For and on behalf of the Board of Directors

Sd/-
R. K. Goel
Partner
Membership No. 006154
Firm Reg. No.001457N

Sd/-
R. C. Agrawal
Partner
Membership No. 070229
Firm Reg. No.001770C

Sd/-
O. N. Singh
Executive Chairman
DIN no.00182616

Sd/-
C. R. Muralidharan
Director
DIN no.02443277

Sd/-
Taketoshi Nagaoka
Managing Director
DIN no.01657513

Sd/-
Sarvesh Agrawal
Chief Financial Officer
Membership no. 111185

Sd/-
Shilpa Mantri
Company Secretary
Membership no. A22028

Place: Mumbai
Date: May 3rd, 2015



Universal Sompo General Insurance Co. Ltd.

UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED
IRDA Registration No. 134, dated November 16, 2007
Revenue Account for Marine business for the Year Ended March 31, 2015

Particulars	Schedule	(Rs. in '000s)	(Rs. in '000s)
		Year Ended March 31, 2015	Year Ended March 31, 2014
Income			
Premium earned (Net)	1	67,214	42,581
Profit / (Loss) on sale / redemption of Investments		911	61
Others - Miscellaneous Income		-	-
Interest, Dividend and Rent - Gross		8,275	8,806
Amortization of Discount / (Premium)		(141)	(188)
Foreign Exchange (Gain) / Loss		-	-
Total (A)		76,259	51,260
Expenditure			
Claims Incurred (Net)	2	57,243	43,166
Commission	3	(5,830)	(12,389)
Operating Expenses related to Insurance Business	4	22,991	18,136
Premium Deficiency		(35,000)	-
Others		-	-
Total (B)		39,404	48,913
Operating Profit / (Loss) from Marine Business (C) = (A) - (B)		36,855	2,347
Appropriations			
Transfer to Shareholders' Account		36,855	2,347
Transfer to Catastrophe Reserve		-	-
Transfer to Other Reserves		-	-
Total (C)		36,855	2,347
Significant accounting policies and notes to financial statements	16		
Schedules referred to above form an integral part of the Revenue Account.			

As required by Section 40C(2) of the Insurance Act, 1938, we hereby certify that all expenses of management in respect of general insurance business transacted by the Company have been fully debited in the Revenue Account as expenses.

This is the Revenue Account referred to in our report of even date.

For Rajendra K. Goel & Co.
Chartered Accountants

For Ramesh C. Agrawal & Co.
Chartered Accountants

For and on behalf of the Board of Directors

Sd/-
R. K. Goel
Partner
Membership No. 006154
Firm Reg. No.001457N

Sd/-
R. C. Agrawal
Partner
Membership No. 070229
Firm Reg. No.001770C

Sd/-
O. N. Singh
Executive Chairman
DIN no.00182616

Sd/-
C. R. Muralidharan
Director
DIN no.02443277

Sd/-
Taketoshi Nagaoka
Managing Director
DIN no.01657513

Sd/-
Sarvesh Agrawal
Chief Financial Officer
Membership no. 111185

Place: Mumbai
Date: May 3rd, 2015

Sd/-
Shilpa Mantri
Company Secretary
Membership no. A22028



UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED
IRDA Registration No. 134, dated November 16, 2007
Revenue Account for Miscellaneous business for the Year Ended March 31, 2015

Particulars	Schedule	(Rs. in '000s)	(Rs. in '000s)
		Year Ended March 31, 2015	Year Ended March 31, 2014
Income			
Premium earned (Net)	1	3,911,708	3,628,348
Profit / (Loss) on sale / redemption of Investments		63,128	3,358
Others - Miscellaneous Income		74,126	1,474
Interest, Dividend and Rent - Gross		573,705	482,591
Amortization of Discount / (Premium)		(9,774)	(10,329)
Foreign Exchange (Gain) / Loss		-	-
Total (A)		4,612,893	4,105,442
Expenditure			
Claims Incurred (Net)	2	3,070,796	2,824,802
Commission	3	135,149	198,872
Operating Expenses related to Insurance Business	4	1,517,047	1,267,435
Premium Deficiency		-	-
Others		-	-
- Contribution to Solatium Fund		986	981
Total (B)		4,723,978	4,292,090
Operating Profit / (Loss) from Miscellaneous Business (C) = (A) - (B)		(111,085)	(186,648)
Appropriations			
Transfer to Shareholders' Account		(111,085)	(186,648)
Transfer to Catastrophe Reserve		-	-
Transfer to Other Reserves		-	-
Total (C)		(111,085)	(186,648)
Significant accounting policies and notes to financial statements	16		
Schedules referred to above form an integral part of the Revenue Account.			

As required by Section 40C(2) of the Insurance Act, 1938, we hereby certify that all expenses of management in respect of general insurance business transacted by the Company have been fully debited in the Revenue Account as expenses.

This is the Revenue Account referred to in our report of even date.

For Rajendra K. Goel & Co. Chartered Accountants
For Ramesh C. Agrawal & Co. Chartered Accountants
For and on behalf of the Board of Directors

Sd/-
R. K. Goel
 Partner
 Membership No. 006154
 Firm Reg. No.001457N

Sd/-
R. C. Agrawal
 Partner
 Membership No. 070229
 Firm Reg. No.001770C

Sd/-
O. N. Singh
 Executive Chairman
 DIN no.00182616

Sd/-
C. R. Muralidharan
 Director
 DIN no.02443277

Sd/-
Taketoshi Nagaoka
 Managing Director
 DIN no.01657513

Sd/-
Sarvesh Agrawal
 Chief Financial Officer
 Membership no. 111185

Sd/-
Shilpa Mantri
 Company Secretary
 Membership no. A22028

Place: Mumbai
Date: May 3rd, 2015



UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED
Schedule forming part of Revenue Accounts for the year ended March 31, 2015

SCHEDULE - 1
PREMIUM EARNED [NET]

		MISCELLANEOUS										(Rs. in '000s)					
FIRE	MARINE			Motor OD	Motor TP	Motor Total	Workmen's Compensation	Personal Accident	Health Insurance	Public/ Product Liability	Engineering	Aviation	Trade Credit	Others	Total	Grand Total	
	Marine Cargo	Marine Hull	Marine Total														
	1,192,351	157,695	3,721	161,416	1,526,584	986,446	2,513,030	22,095	61,892	1,327,250	12,227	181,196	-	5,372	1,534,228	5,657,290	7,011,057
	29,664	-	-	-	-	50,342	50,342	-	-	-	-	6,025	-	-	-	56,367	86,031
	550,329	92,802	3,659	96,461	94,057	62,326	156,383	1,105	23,946	170,593	4,911	133,221	-	5,318	932,344	1,427,821	2,074,611
	671,686	64,893	62	64,955	1,432,527	974,462	2,406,989	20,990	37,946	1,156,657	7,316	54,000	-	54	601,884	4,285,836	5,022,477
	(88,286)	2,321	(62)	2,259	(119,981)	(28,647)	(148,628)	(545)	10,558	(209,702)	258	10,417	223	(1)	(36,708)	(374,128)	(460,155)
	583,400	67,214	-	67,214	1,312,546	945,815	2,258,361	20,445	48,504	946,955	7,574	64,417	223	53	565,176	3,911,708	4,562,322
	Premiums, less reinsurance, written from business																
	671,686	64,893	62	64,955	1,432,527	974,462	2,406,989	20,990	37,946	1,156,657	7,316	54,000	-	54	601,884	4,285,836	5,022,477
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	671,686	64,893	62	64,955	1,432,527	974,462	2,406,989	20,990	37,946	1,156,657	7,316	54,000	-	54	601,884	4,285,836	5,022,477

		MISCELLANEOUS										(Rs. in '000s)					
FIRE	MARINE			Motor OD	Motor TP	Motor Total	Workmen's Compensation	Personal Accident	Health Insurance	Public/ Product Liability	Engineering	Aviation	Trade Credit	Others	Total	Grand Total	
	Marine Cargo	Marine Hull	Marine Total														
	1,071,608	181,604	-	181,604	1,336,987	980,539	2,317,526	20,949	68,994	866,918	6,541	191,507	3,445	2,012	673,369	4,151,261	5,404,473
	52,121	-	-	-	-	2,631	2,631	-	-	-	-	12,836	-	-	-	15,467	67,588
	515,145	130,576	-	130,576	81,972	58,484	140,456	1,048	22,408	108,353	2,535	132,741	2,999	1,749	188,107	600,396	1,246,117
	608,584	51,028	-	51,028	1,255,015	924,686	2,179,701	19,901	46,566	756,565	4,006	71,602	446	263	485,262	3,566,332	4,225,944
	(160,087)	(8,447)	-	(8,447)	89,400	150,353	239,753	(725)	(13,749)	(110,486)	(570)	(8,377)	(173)	(85)	(43,572)	62,016	(106,518)
	448,497	42,581	-	42,581	1,344,415	1,075,039	2,419,454	19,176	32,837	648,079	3,436	63,225	273	178	441,690	3,628,348	4,119,426
	Premiums, less reinsurance, written from business																
	608,584	51,028	-	51,028	1,255,015	924,686	2,179,701	19,901	46,566	756,565	4,006	71,602	446	263	485,262	3,566,332	4,225,944
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	608,584	51,028	-	51,028	1,255,015	924,686	2,179,701	19,901	46,566	756,565	4,006	71,602	446	263	485,262	3,566,332	4,225,944

UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED
Schedule forming part of Revenue Accounts for the year ended March 31, 2015

SCHEDULE - 2
CLAIMS INCURRED [NET]

		MISCELLANEOUS										Year Ended March 31, 2015				
FIRE	MARINE			Motor OD	Motor TP	Motor Total	Workmen's Compen- sation	Personal Accident	Health Insurance	Public/ Product Liability	Engineering	Aviation	Trade Credit	Others	Total	Grand Total
	Marine Cargo	Marine Hull	Marine Total													
	526,040	105,342	-	842,403	635,657	1,478,060	2,950	48,115	999,431	250	75,884	-	1,447	312,892	2,919,029	3,550,411
Claims Paid - Direct																
Add : Reinsurance accepted	35	-	-	-	78,123	78,123	-	-	-	-	189	-	-	-	78,312	78,347
Less: Reinsurance ceded	279,392	50,741	-	45,438	34,866	80,304	199	16,237	51,463	13	48,368	-	1,394	167,132	365,110	695,243
Net Claims Paid	246,683	54,601	-	796,965	678,914	1,475,879	2,751	31,878	947,968	237	27,705	-	53	145,760	2,632,231	2,933,515
Add : Claims Outstanding at the end of the Year	257,987	37,100	-	275,136	3,847,846	4,122,982	2,615	29,676	233,388	3,015	19,730	363	166	227,981	4,639,916	4,935,003
Less : Claims Outstanding at the beginning of the year	226,732	34,458	-	270,008	3,461,940	3,731,948	10,370	19,491	205,862	3,704	60,200	200	695	168,881	4,201,351	4,462,541
Total Claims Incurred	277,938	57,243	-	802,093	1,064,820	1,866,913	(5,004)	42,063	975,494	(452)	(12,765)	163	(476)	204,860	3,070,796	3,405,977

		MISCELLANEOUS										Year Ended March 31, 2014				
FIRE	MARINE			Motor OD	Motor TP	Motor Total	Workmen's Compen- sation	Personal Accident	Health Insurance	Public/ Product Liability	Engineering	Aviation	Trade Credit	Others	Total	Grand Total
	Marine Cargo	Marine Hull	Marine Total													
	987,812	117,080	-	1,170,800	338,056	1,187,365	3,882	23,689	662,394	10	24,854	-	1,972	146,858	2,051,024	3,155,916
Claims Paid - Direct																
Add : Reinsurance accepted	(40)	-	-	-	(2,985)	(2,985)	-	-	-	-	263	-	-	-	(2,722)	(2,762)
Less: Reinsurance ceded	873,752	80,451	-	72,479	12,688	85,167	376	5,893	48,865	-	7,030	-	1,481	17,241	166,053	1,120,256
Net Claims Paid	114,020	36,629	-	776,830	322,383	1,099,213	3,506	17,796	613,529	10	18,087	-	491	129,617	1,882,249	2,032,898
Add : Claims Outstanding at the end of the Year	226,732	34,458	-	270,008	3,461,940	3,731,948	10,370	19,491	205,862	3,704	60,200	200	695	168,881	4,201,351	4,462,541
Less : Claims Outstanding at the beginning of the year	154,378	27,921	-	247,371	2,701,675	2,949,046	13,233	18,353	113,393	3,644	40,543	200	1,230	119,156	3,258,798	3,441,097
Total Claims Incurred	186,374	43,166	-	799,467	1,082,648	1,882,115	643	18,934	705,998	70	37,744	-	(44)	179,342	2,824,802	3,054,342





UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED
Schedule forming part of Revenue Accounts for the year ended March 31, 2015

SCHEDULE - 3
COMMISSION [NET]

(Rs. in '000s)

FIRE	MARINE				MISCELLANEOUS										Year Ended March 31, 2015	
	Marine Cargo	Marine Hull	Marine Total	Motor OD	Motor TP	Motor Total	Workmen's Compen- sation	Personal Accident	Health Insurance	Public/ Product Liability	Engineering	Aviation	Trade Credit	Others		Total
93,066	12,714	-	12,714	95,136	-	95,136	2,036	6,803	137,212	298	16,537	-	897	85,862	344,781	450,561
3,201	-	-	-	-	-	-	-	-	-	-	592	-	-	-	592	3,793
58,951	18,169	375	18,544	13,918	-	13,918	166	2,796	31,959	322	25,627	-	81	135,355	210,224	287,719
37,316	(5,455)	(375)	(5,830)	81,218	-	81,218	1,870	4,007	105,253	(24)	(8,498)	-	816	(49,493)	135,149	166,635
3,496	1,684	-	1,684	39,535	-	39,535	1,047	790	6,632	123	1,341	-	-	4,226	53,694	58,874
6,042	9,533	-	9,533	17,464	-	17,464	674	2,177	43,100	42	11,683	-	897	3,038	79,075	94,650
83,512	1,497	-	1,497	38,132	-	38,132	315	3,833	87,479	133	3,510	-	-	78,474	211,876	296,885
16	-	-	-	5	-	5	-	3	1	-	3	-	-	124	136	152
93,066	12,714	-	12,714	95,136	-	95,136	2,036	6,803	137,212	298	16,537	-	897	85,862	344,781	450,561

Commission Paid - Direct

Add: Commission on Reinsurance accepted

Less : Commission on Reinsurance ceded

Net Commission

Break up of Gross Commission

Agents

Brokers

Corporate Agents

Referral

(Rs. in '000s)

FIRE	MARINE				MISCELLANEOUS										Year Ended March 31, 2014	
	Marine Cargo	Marine Hull	Marine Total	Motor OD	Motor TP	Motor Total	Workmen's Compen- sation	Personal Accident	Health Insurance	Public/ Product Liability	Engineering	Aviation	Trade Credit	Others		Total
90,006	13,776	-	13,776	100,091	-	100,091	1,902	7,469	90,882	378	11,430	-	178	87,879	300,209	403,991
3,857	-	-	-	-	-	-	-	-	-	-	854	-	-	-	854	4,711
82,663	26,165	-	26,165	20,428	-	20,428	205	2,409	17,114	49	26,023	118	(842)	36,687	102,191	211,019
11,200	(12,389)	-	(12,389)	79,663	-	79,663	1,697	5,060	73,768	329	(13,739)	(118)	1,020	51,192	198,872	197,683
4,750	2,443	-	2,443	50,126	-	50,126	1,241	2,225	4,329	174	1,681	-	-	5,660	65,436	72,629
9,530	9,697	-	9,697	8,361	-	8,361	325	1,828	23,238	81	6,227	-	178	3,753	43,991	63,218
75,571	1,636	-	1,636	41,570	-	41,570	336	3,022	62,828	123	3,492	-	-	78,064	189,435	266,642
155	-	-	-	34	-	34	-	394	487	-	30	-	-	402	1,347	1,502
90,006	13,776	-	13,776	100,091	-	100,091	1,902	7,469	90,882	378	11,430	-	178	87,879	300,209	403,991

Commission Paid - Direct

Add: Commission on Reinsurance accepted

Less : Commission on Reinsurance ceded

Net Commission

Break up of Gross Commission

Agents

Brokers

Corporate Agents

Referral

UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED
Schedule forming part of Revenue Accounts for the year ended March 31, 2015

SCHEDULE - 4
OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

(Rs. in '000s)

	FIRE			MARINE			MISCELLANEOUS										Year Ended March 31, 2015
	Marine Cargo	Marine Hull	Marine Total	Motor OD	Motor TP	Motor Total	Workmen's Compen- sation	Personal Accident	Health Insurance	Public/ Product Liability	Engineering	Aviation	Trade Credit	Others	Total	Grand Total	
Employees' remuneration and welfare benefits	6,616	6	6,622	146,052	99,350	245,402	2,140	3,869	117,926	746	5,506	-	5	61,364	436,958	512,061	
Travel, conveyance and vehicle running expenses	1,069	1	1,070	23,601	16,054	39,655	346	625	19,056	121	890	-	1	9,916	70,610	82,746	
Training expenses	8	-	8	171	116	287	3	5	138	1	6	-	-	72	512	600	
Rents, rates and taxes	1,942	2	1,944	42,877	29,166	72,043	628	1,136	34,620	219	1,616	-	2	18,015	128,279	150,327	
Repairs	1,337	1	1,338	29,519	20,080	49,599	433	782	23,834	151	1,113	-	1	12,402	88,315	103,494	
Printing and stationery	403	-	403	8,886	6,045	14,931	130	235	7,175	45	335	-	-	3,733	26,584	31,153	
Communication	692	1	693	15,283	10,396	25,679	224	405	12,340	78	576	-	1	6,421	45,724	53,583	
Legal and Professional charges	1,558	1	1,559	34,399	23,400	57,799	504	911	27,775	176	1,297	-	1	14,453	102,916	120,804	
Service Charges	5,961	6	5,967	131,588	89,511	221,099	1,928	3,486	106,247	672	4,960	-	5	55,287	393,684	461,350	
Auditors' fees, expenses etc.	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
a) as auditors	26	-	26	570	388	958	8	15	461	3	22	-	-	240	1,707	2,000	
b) as advisor or in any other capacity, in respect of:	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
(i) Taxation matters	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
(ii) Insurance matters	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
(iii) Management services	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
c) in any other capacity and	8	-	8	171	116	287	3	5	138	1	6	-	-	72	512	600	
d) out of pocket expenses	11	-	11	238	162	400	3	6	192	1	9	-	-	100	711	834	
Advertisement and publicity	1,466	1	1,467	32,355	22,009	54,364	474	857	26,125	165	1,220	-	1	13,594	96,800	113,438	
Interest and Bank Charges	31	-	31	691	470	1,161	10	18	558	4	26	-	-	290	2,067	2,422	
Others:	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Agents Training	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Recruitment Expenses	12	-	12	265	180	445	4	7	214	1	10	-	-	111	792	928	
Information Technology Expenses	902	1	903	19,916	13,548	33,464	292	528	16,081	102	751	-	1	8,368	59,587	69,828	
Membership & Subscription	60	-	60	1,317	896	2,213	19	35	1,064	7	50	-	-	553	3,941	4,619	
Miscellaneous Expenses	163	-	163	3,597	2,447	6,044	53	95	2,904	18	136	-	-	1,513	10,763	12,613	
Depreciation	705	1	706	15,571	10,592	26,163	228	412	12,572	80	587	-	1	6,542	46,585	54,592	
Service Tax on premium account	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Total	22,970	21	22,991	507,067	344,926	851,993	7,430	13,432	409,420	2,591	19,116	-	19	213,046	1,517,047	1,777,792	



UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED
Schedule forming part of Revenue accounts for the year ended March 31, 2015

SCHEDULE - 4
OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

(Rs. in '000s)

FIRE	MARINE			MISCELLANEOUS											Year Ended March 31, 2014	
	Marine Cargo	Marine Hull	Marine Total	Motor OD	Motor TP	Motor Total	Workmen's Compensation	Personal Accident	Health Insurance	Public/ Product Liability	Engineering	Aviation	Trade Credit	Others		Total
66,780	5,599	-	5,599	137,713	101,466	239,179	2,184	5,112	83,238	440	7,857	49	29	53,248	391,335	463,714
9,929	833	-	833	20,476	15,086	35,562	325	760	12,376	65	1,168	7	4	7,917	58,185	68,947
940	79	-	79	1,938	1,428	3,367	31	72	1,172	6	111	1	-	750	5,508	6,527
22,833	1,914	-	1,914	47,086	34,693	81,779	747	1,748	28,460	150	2,686	17	10	18,206	133,803	158,551
11,993	1,006	-	1,006	24,731	18,222	42,953	392	918	14,948	79	1,411	9	5	9,563	70,278	83,276
4,166	349	-	349	8,591	6,330	14,920	136	319	5,193	27	490	3	2	3,322	24,412	28,927
6,766	567	-	567	13,954	10,281	24,235	221	518	8,434	45	796	5	3	5,395	39,651	46,985
12,888	1,081	-	1,081	26,577	19,582	46,159	421	987	16,064	85	1,516	9	6	10,276	75,523	89,492
35,405	2,969	-	2,969	73,012	53,795	126,807	1,158	2,710	44,130	233	4,166	26	15	28,231	207,476	245,849
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
324	27	-	27	668	492	1,161	11	25	404	2	38	-	-	258	1,899	2,250
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
93	8	-	8	193	142	335	3	7	117	1	11	-	-	75	548	649
20,298	1,702	-	1,702	41,859	30,842	72,701	664	1,554	25,301	134	2,388	15	9	16,185	118,950	140,951
426	36	-	36	879	647	1,526	14	33	531	3	50	-	-	340	2,497	2,958
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
271	23	-	23	558	411	970	9	21	337	2	32	-	-	216	1,586	1,880
9,684	813	-	813	19,990	14,729	34,719	317	742	12,083	64	1,141	7	4	7,729	56,806	67,312
500	42	-	42	1,030	759	1,790	16	38	623	3	59	-	-	398	2,928	3,470
3,205	269	-	269	6,610	4,870	11,480	105	245	3,995	21	377	2	1	2,556	18,783	22,257
9,772	819	-	819	20,153	14,848	35,001	320	748	12,181	64	1,150	7	4	7,792	57,267	67,858
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
216,283	18,136	-	18,136	446,018	328,623	774,644	7,074	16,557	269,587	1,424	25,447	157	92	172,457	1,267,435	1,501,853

Employees' remuneration and welfare benefits

Travel, conveyance and vehicle running expenses

Training expenses

Rents, rates and taxes

Repairs

Printing and stationery

Communication

Legal and Professional charges

Service Charges

Auditors' fees, expenses etc.

a) as auditors

b) as advisor or in any other capacity, in respect of:

(i) Taxation matters

(ii) Insurance matters

(iii) Management services

c) in any other capacity and

d) out of pocket expenses

Advertisement and publicity

Interest and Bank Charges

Others:

Agents Training

Recruitment Expenses

Information Technology Expenses

Membership & Subscription

Miscellaneous Expenses

Depreciation

Service Tax on premium account

Total



UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED
Schedule forming part of balance sheet as at March 31, 2015

SCHEDULE - 5
SHARE CAPITAL

	(Rs. in '000s)	(Rs. in '000s)
	At	At
	March 31, 2015	March 31, 2014
Authorised Capital		
400,000,000 Equity Shares of Rs.10 each	<u>4,000,000</u>	<u>4,000,000</u>
Issued Capital		
350,000,000 Equity Shares of Rs.10 each	3,500,000	3,500,000
Subscribed Capital		
350,000,000 Equity Shares of Rs.10 each	3,500,000	3,500,000
Called-up Capital		
350,000,000 Equity Shares of Rs.10 each	3,500,000	3,500,000
Less: Calls unpaid	-	-
Add: Equity Shares forfeited (Amount originally paid up)	-	-
Less: Par Value of Equity Shares bought back	-	-
Less: Preliminary Expenses	-	-
Expenses including commission or brokerage on underwriting or subscription of shares	-	-
TOTAL	<u>3,500,000</u>	<u>3,500,000</u>

Note : The company does not have any holding company.

SCHEDULE – 5A
SHARE CAPITAL
PATTERN ON SHAREHOLDING
[As certified by the Management]

Shareholder	At March 31, 2015		At March 31, 2014	
	Number of Shares	% of Holding	Number of Shares	% of Holding
Promoters:				
Indian	259,000,000	74%	259,000,000	74%
Foreign	91,000,000	26%	91,000,000	26%
Others	-	0%	-	0%
TOTAL	<u>350,000,000</u>	<u>100%</u>	<u>350,000,000</u>	<u>100%</u>



UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED
Schedule forming part of balance sheet as at March 31, 2015

SCHEDULE - 6
RESERVES AND SURPLUS

	(Rs. in '000s)	(Rs. in '000s)
	At	At
	March 31, 2015	March 31, 2014
Capital Reserve	-	-
Capital Redemption Reserve	-	-
Share Premium		
Opening Balance	858,000	858,000
Additions during the year	-	-
Deductions during the year		
Closing Balance	858,000	858,000
General Reserves	-	-
Less : Debit balance in Profit and Loss Account	-	-
Less : Amount utilized for Buy-back	-	-
Catastrophe Reserve	-	-
Other Reserves	-	-
Balance of Profit in Profit and Loss Account	-	-
TOTAL	858,000	858,000

SCHEDULE - 7
BORROWINGS

	At	At
	March 31, 2015	March 31, 2014
Debentures / Bonds		
Banks	-	-
Financial Institutions	-	-
Others	-	-
	-	-
TOTAL	-	-



UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED
Schedule forming part of balance sheet as at March 31, 2015

SCHEDULE - 8
INVESTMENTS

	(Rs. in '000s)	(Rs. in '000s)
	At	At
	March 31, 2015	March 31, 2014
LONG TERM INVESTMENTS		
Government securities and Government guaranteed bonds including Treasury Bills	3,787,630	3,184,463
Other Approved Securities	39,956	39,951
Other Investments:		
(a) Shares		
(aa) Equity	-	-
(bb) Preference	-	-
(b) Mutual Funds	-	-
(c) Derivative Instruments	-	-
(d) Debentures / Bonds	1,459,750	1,609,432
(e) Other Securities / Bank Deposit	199,400	517,600
(f) Subsidiaries	-	-
(g) Investment Properties - Real Estate	-	-
Investments in Infrastructure and Social Sector	1,776,307	1,349,263
Other than Approved Investments		
(a) Shares : Equity	-	-
(b) Debentures/ Bonds	-	-
Sub Total (A)	7,263,043	6,700,709
SHORT TERM INVESTMENTS		
Government securities and Government guaranteed bonds including Treasury Bills	99,982	99,964
Other Approved Securities	-	-
Other Investments:		
(a) Shares		
(aa) Equity	366,182	132,317
(bb) Preference	-	-
(b) Mutual Funds	100,409	20,023
(c) Derivative Instruments	-	-
(d) Debentures / Bonds	495,731	199,945
(e) Other Securities / Bank Deposit	1,607,000	1,592,200
(f) Subsidiaries	-	-
(g) Investment Properties - Real Estate	-	-
Investments in Infrastructure and Social Sector	424,636	150,032
Other than Approved Investments		
(a) Shares : Equity	-	-
(b) Mutual Fund	-	-
Sub Total (B)	3,093,940	2,194,481
Total (A+B)	10,356,983	8,895,190

Notes:

- Government Securities aggregating to Rs. 101,790 thousand (previous year Rs.102,060 thousand) have been deposited with State Bank of India under Section 7 of Insurance Act, 1938. The market value is Rs. 104,750 thousands (previous year Rs.98,339 thousand)
- Aggregate book value of Investments (other than listed equities) is Rs. 9,890,393 thousands (previous year Rs.8,742,850 thousand)
- Aggregate market value of Investments (other than listed equities) is Rs. 9,954,466 thousands (previous year Rs.8,504,978 thousand)



UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED
Schedule forming part of balance sheet as at March 31, 2015

SCHEDULE - 9
LOANS

	(Rs. in '000s)	(Rs. in '000s)
	At	At
	March 31, 2015	March 31, 2014
SECURITY-WISE CLASSIFICATION		
Secured		
(a) On mortgage of property		
(aa) In India	-	-
(bb) Outside India	-	-
(b) On Shares, Bonds, Government Securities	-	-
(c) Others	-	-
Unsecured	-	-
Total	<u><u>-</u></u>	<u><u>-</u></u>
BORROWER-WISE CLASSIFICATION		
(a) Central and State Governments	-	-
(b) Banks and Financial Institutions	-	-
(c) Subsidiaries	-	-
(d) Industrial Undertakings	-	-
(e) Others	-	-
Total	<u><u>-</u></u>	<u><u>-</u></u>
PERFORMANCE-WISE CLASSIFICATION		
(a) Loans classified as standard		
(aa) In India	-	-
(bb) Outside India	-	-
(b) Non-performing loans less provisions	-	-
(aa) In India	-	-
(bb) Outside India	-	-
Total	<u><u>-</u></u>	<u><u>-</u></u>
MATURITY-WISE CLASSIFICATION		
(a) Short Term	-	-
(b) Long Term	-	-
Total	<u><u>-</u></u>	<u><u>-</u></u>

Notes: There are no loans subject to restructuring (previous year Rs. NIL).

UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED
Schedule forming part of balance sheet as at March 31, 2015

SCHEDULE - 10
FIXED ASSETS

(Rs. in '000s)

Description	Cost / Gross Block			Depreciation			Net Block			
	Opening	Additions	Deductions	Closing	Up to Last Year	For The Year	On Sales / Adjustments	To Date	As at March 31, 2015	As at March 31, 2014
Goodwill	-	-	-	-	-	-	-	-	-	-
Intangibles - Computer Software	118,466	16,391	-	134,857	98,005	11,482	-	109,487	25,370	20,461
Land-Freehold	-	-	-	-	-	-	-	-	-	-
Leasehold Improvements	133,140	14,463	-	147,603	114,491	13,169	-	127,660	19,943	18,649
Buildings	-	-	-	-	-	-	-	-	-	-
Furniture and Fittings	59,482	6,084	-	65,566	29,955	4,931	-	34,886	30,680	29,527
Information Technology Equipments	195,728	65,295	41	260,982	163,502	19,686	7	183,181	77,801	32,226
Vehicles	9,798	1,244	-	11,042	7,581	462	-	8,043	2,999	2,217
Office Equipments	48,478	4,477	-	52,955	36,400	4,863	-	41,263	11,692	12,078
Others	-	-	-	-	-	-	-	-	-	-
Total	565,092	107,954	41	673,005	449,934	54,593	7	504,520	168,485	115,158
Work - in - progress	12,308	-	-	6,362	-	-	-	-	6,362	12,308
Grand Total	577,400	107,954	41	679,367	449,934	54,593	7	504,520	174,847	127,466
Previous Year	493,823	71,269	-	577,400	382,077	67,857	-	449,934	127,466	-





UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED

Schedule forming part of balance sheet as at March 31, 2015

SCHEDULE - 11 CASH AND BANK BALANCES

	(Rs. in '000s)	(Rs. in '000s)
	At	At
	March 31, 2015	March 31, 2014
1. Cash (including cheques, drafts and stamps)	2,204	2,666
2. Bank Balances		
(a) Deposit Accounts		
(aa) Short-term (due within 12 months)	-	-
(bb) Others	-	-
(b) Current Accounts	885,554	318,157
(c) Others (to be specified)	-	-
3. Money at Call and Short Notice		
(a) With Banks	-	-
(b) With other Institutions	-	-
4. Others (to be specified)	-	-
Total	887,758	320,823
Balances with non-scheduled banks included in 2 and 3 above	-	-

**UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED**

Schedule forming part of balance sheet as at March 31, 2015

**SCHEDULE - 12
ADVANCES AND OTHER ASSETS**

	(Rs. in '000s)	(Rs. in '000s)
	At	At
	March 31, 2015	March 31, 2014
ADVANCES		
Reserve deposits with ceding companies	-	4,441
Application money for investments	-	-
Prepayments	9,646	15,764
Advances to Directors / Officers	-	-
Advance tax paid and taxes deducted at source (Net of provision for taxation)	3,207	6,953
Others		
Advance to Employees against expenses	130	304
Advance to Others	23,334	12,524
Surplus in Gratuity fund	-	1,913
Total (A)	36,317	41,899
OTHER ASSETS		
Income accrued on investments	439,902	437,369
Outstanding Premiums	-	-
Agents' Balances	4,639	1,567
Foreign Agencies Balances	-	-
Due from other entities carrying on insurance business (including reinsurers)	2,106,710	1,049,655
Due from subsidiaries / holding company	-	-
Deposit with Reserve Bank of India (Pursuant to Section 7 of Insurance Act, 1938)	-	-
Others		
Deposits for Office Premises	56,797	59,619
Other Deposits	93,833	4,770
Receivable from Terrorism Pool	113,012	88,032
Receivable from Motor Pool	3,113	387,167
Service tax unutilised credit	39,996	33,744
Contracts for Sales - Investment	45,708	-
Total (B)	2,903,710	2,061,923
Total (A)+(B)	2,940,027	2,103,822

**UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED**

Schedule forming part of balance sheet as at March 31, 2015

**SCHEDULE - 13
CURRENT LIABILITIES**

	(Rs. in '000s)	(Rs. in '000s)
	At March 31, 2015	At March 31, 2014
Agents' Balances	40,564	27,178
Balances due to other insurance companies (including reinsurers)	849,085	139,863
Deposits held on re-insurance ceded	-	-
Premiums received in advance	233,893	219,627
Unallocated Premium	134,389	61,614
Sundry Creditors	410,485	473,319
Unclaimed amount of Policyholders	59,935	50,660
Due to subsidiaries / holding company	-	-
Claims Outstanding	6,860,697	5,466,607
Due to Officers / Directors	-	-
Others		
Due to Solatium Fund	4,608	3,621
Due to Environment Relief Fund	36	18
Due to Statutory Authorities	22,870	17,401
Temporary Overdraft as per the books of accounts	-	-
Service Tax Liability	-	-
Contracts for Purchases - Investment	-	-
Total	8,616,562	6,459,908

**SCHEDULE - 14
PROVISIONS**

	At	At
	March 31, 2015	March 31, 2014
Reserve for Unexpired Risk	3,097,997	2,637,842
Reserve for premium deficiency	-	35,000
For taxation (less advance tax paid and taxes deducted at source)	-	-
For proposed dividends	-	-
For dividend distribution tax	-	-
Others - Retirement Benefits		
Leave Encashment	7,164	3,157
Gratuity	551	-
Total	3,105,712	2,675,999

**SCHEDULE - 15
MISCELLANEOUS EXPENDITURE
(To the extent not written off or adjusted)**

	At	At
	March 31, 2015	March 31, 2014
Discount Allowed on issue of shares / debentures	-	-
Others	-	-
Total	-	-



SCHEDULE – 16

Significant Accounting Policies and Notes forming part of the Financial Statements for the year ended 31st March 2015

1. Background

Universal Sampo General Insurance Company Limited (“the Company”) was incorporated on 5th January 2007 and received Certificate of Registration from Insurance Regulatory and Development Authority (IRDA) on 16th November 2007 to transact General Insurance business. The Company has also obtained its certificate of renewal of registration from IRDA for the year 2015-16.

The Shareholders of the Company are Allahabad Bank (30%), Indian Overseas Bank (19%), Karnataka Bank Ltd. (15%), Dabur Investment Corporation (10%) and Sampo Japan Nipponkoa Insurance Inc.(26%).

2. Significant Accounting Policies

2.1 Basis of Preparation of Financial Statements

The Financial Statements are prepared and presented under the historical cost convention unless otherwise specifically stated, on the accrual basis of accounting, and comply with the applicable accounting standards referred to in sub section (3C) of section 211 of the Companies Act, 1956 (‘the Act’) which as per clarification issued by Ministry of Corporate Affairs continue to apply under sections 133 of the Companies Act, 2013 (which has superseded section 211(3C) of the Companies Act, 1956 w. e. f. September 12, 2013) and in accordance with the statutory requirements of the Insurance Act, 1938 read with the Insurance Laws (Amendment) Act, 2015, Insurance Regulatory and Development Authority Act, 1999, the Insurance Regulatory and Development Authority (IRDA) (Preparation of Financial Statements and Auditor’s Report of Insurance Companies) Regulations, 2002(‘Regulations’) and orders / directions issued by the IRDA in this behalf, the provisions of the Companies Act, 2013 in the manner so required and current practices prevailing within the insurance industry in India.

2.2 Use of estimates

The preparation of financial statements in conformity with Generally Accepted Accounting Principles requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities as on the balance sheet date, revenue and expenses for the year ended and disclosure of contingent liabilities as of the balance sheet date. The estimates and assumptions used in the accompanying financial statements are based upon management’s evaluation of the relevant facts and circumstances as of the date of the financial statements. Actual results may differ from the estimates and assumptions. Any revisions to accounting estimates are recognized prospectively in current and future periods.

2.3 Revenue Recognition

Premium Income

Premium on direct business is recorded for the policy period at the commencement of risk. Reinstatement premium is recorded as & when such premiums are recovered. Premium earned is recognized as income over the period of risk or the contract period based on 1/365 method, whichever is appropriate on a gross basis net of services tax. Any subsequent revision to premiums as and when they occur are recognized over the remaining period of risk or contract period.

Adjustments to premium income arising on cancellation of policies are recognized in the period in which it is cancelled.

Reinsurance Inward

The results of reinsurance inward are accounted as per last available statement of accounts/ confirmations from reinsurers.

Income from Reinsurance ceded

Commission on reinsurance ceded is recognized as income in the period of ceding the risk. Profit commission under re-insurance treaties, wherever applicable, is accounted whenever it is due and combined with commission on re-insurance ceded.

Income earned on Investments

Interest income on investments is recognized on accrual basis. Accretion of discount or amortization of premium relating to debt securities is recognized over the holding / maturity period on a straight line basis.



Dividend income is recognized when right to receive dividend is established.

Realized gain or loss on securities, which is the difference between the sale consideration and the carrying value in the books of the company, is recognized on the trade date. In determining the realized gain or loss, cost of securities is arrived on a "Weighted average cost" basis. Further, in case of listed equity shares and mutual fund the profit or loss on sale also includes the accumulated changes in the fair value previously recognized in the fair value change account.

Sale consideration for the purpose of realized gain/loss is net of brokerage and taxes, if any, and excludes interest received on sale.

2.4 Reserves for Unexpired Risk

Reserve for unexpired risk is recognized net of reinsurance ceded and represents premium written that is attributable and to be allocated to succeeding accounting periods for risks to be borne by the Company under contractual obligations on a contract period basis or risk period basis, whichever is appropriate. It is calculated on a daily pro-rata basis (1/365th method) for all lines except for Marine Ocean risks where the reserve for unexpired risk is held up to 60 days from the risk date. This is subject to a minimum of 50% of the premium, written on policies during the twelve months preceding the balance sheet date for fire, marine cargo and miscellaneous and 100% for marine hull business, on all unexpired policies at balance sheet date, in accordance with section 64 V(1)(ii)(b) of the Insurance Act, 1938.

2.5 Re-insurance premium ceded

Insurance Premium on ceding of the risk is recognized in the period in which the risk commences in accordance with reinsurance arrangements with the reinsurers. Any subsequent revision to premium ceded is recognized in the period of such revision. Adjustment to reinsurance premium arising on cancellation of policies is recognized in the period in which they are cancelled.

2.6 Acquisition costs

Acquisition costs are those costs that vary with, and are primarily related to the acquisition of new and renewal of insurance contracts viz. commission, policy issue expenses, etc. These costs are expensed in the period in which they are incurred.

2.7 Premium received in advance

This represents premium received during the year, where the risk commences subsequent to the balance sheet date. This is reflected as Current Liabilities.

2.8 Premium deficiency

Premium deficiency is recognized for the Company as a whole when the sum of expected claim costs and related expenses and maintenance cost (related to claims handling) exceed the reserve for unexpired risks. In computing the overall premium deficiency in miscellaneous revenue account level, the premium deficiency arising out of Motor Third Party portfolio including erstwhile IMTPIP and Declined Risk Pool is not recognized.

2.9 Claims

Claims incurred comprise claims paid, estimated liability for outstanding claims made following a loss occurrence reported and estimated liability for claims Incurred But Not Reported ('IBNR') and claims Incurred But Not Enough Reported ('IBNER'). Further, claims incurred also include specific claim settlement costs such as survey/legal fees and other directly attributable costs.

Claims (net of amounts receivable from reinsurers/coinsurers) are recognized on the date of intimation based on estimates from surveyors/insured in the respective revenue accounts.

Estimated liability for outstanding claims at balance sheet date is recorded in the respective revenue accounts, net of claims recoverable from/payable to co-insurers/reinsurers and salvage to the extent there is certainty of realization.

Estimated liability for outstanding claims is determined by management on the basis of ultimate amounts likely to be paid on each claim based on past experience. These estimates are progressively revalidated on availability of further information.

IBNR reserves are provisions for claims that may have been incurred during the accounting period but have not been reported or claimed. The IBNR provision also includes provision, for the claims that have been incurred but not enough reported (IBNER). The provision for IBNR and IBNER is based on actuarial estimate duly certified by the Senior Consultant Actuary appointed by Company. The actuarial estimate is derived in accordance with the relevant



IRDA regulations and the Guidance Note GN 21 issued by the Institute of Actuaries of India.

2.10 Investments

Investments are recorded at cost on trade date and include brokerage, transfer charges, stamps etc., if any, and excludes interest accrued up to the date of purchase.

The investment are shown at Company level and not segregated at Shareholder's level and Policyholder's level.

Classification

Investments maturing within twelve months from Balance Sheet date and investments made with the specific intention to dispose off within twelve months are classified as 'short term investments'.

Investments other than 'short term investments' are classified as 'long term investments'.

Valuation

Debt Securities

All debt securities are considered as "Held to Maturity" and accordingly stated at historical cost adjusted for amortization of premium or accretion of discount on a straight line basis over the holding / maturity period. The realized gain or loss on the securities is the differences between sale consideration and the amortized cost in the books of the company as on the date of sale determined on "weighted average cost basis".

Equities

Listed equities at the balance sheet date are stated at fair value, being the last quoted closing price on the National Stock Exchange (NSE) and in case these are not listed on the National Stock Exchange then based on last quoted closing price on the Bombay Stock Exchange (BSE).

Mutual Fund

Mutual fund investments are stated at fair value, being the closing net asset value as at balance sheet date.

Fair Value Change Account

Fair value change account represents unrealized gains or losses in respect of investments in equity securities and mutual fund units outstanding at each balance sheet date. The balance in the account is considered as a component of shareholders' funds and not available for distribution as dividend.

Real Estate – Investment Property

Investment Property is measured at historical cost less accumulated depreciation and impairment loss, if any.

Impairment of Investments

The Company board approved investment policy having various stop loss trigger for diminution in the investment value, the same is followed on consistent basis.

2.11 Fixed Assets, Intangibles, Impairment and Depreciation

Fixed Assets and Depreciation

Fixed Assets are stated at cost less accumulated depreciation. Cost includes the purchase price and any cost directly attributable to bring the assets to its working condition for its intended use.

Depreciation on assets purchased / disposed off during the year is provided on pro rata basis with reference to the month of additions / deductions.

Pursuant to General Circular no. 08/2014 dated April 4th, 2014 of Companies Act, 2013, effective April 01, 2014 read with the amendments thereto, the depreciation on fixed assets is provided under Straight Line Method by adopting the useful lives of the assets so specified under Part 'C' to the Schedule II of the Companies Act, 2013 (stated here in below) as against earlier policy of the company when the said depreciation was being provided using the higher of the rates based on the economic useful lives of the assets as estimated by the management using straight line method specified as per Schedule XIV of the Companies Act, 1956.



Nature of Asset	Useful lives as specified under Schedule II of the Companies Act, 2013
Furniture and Fittings	10
Information Technology Equipment (hardware-End user device)	3
Information Technology Equipment (hardware-Server and Networks)	6
Vehicles	8
Office Equipment	5
Leasehold Improvements	Not defined *

* Useful life has been considered as 3 years or contractual lease period, whichever is lower.

Further, the residual value of all the assets is considered as NIL. The resultant impact due to the said change on the old assets held by the Company have been duly accounted in the books of accounts and the depreciation in the current year is charged on the carrying amounts of the said assets (as on 01.04.2014) over the remaining useful lives of the said assets.

The effect due to change in useful life as per Companies Act, 2013, has resulted into decrease in depreciation by Rs. 6,356 thousand and corresponding increase in profits by Rs.6,356 thousands for the period ended March 31, 2015.

Intangibles Assets

Intangible assets comprising computer software are stated at cost less amortization. Computer software including improvements is amortized over a period of 4 years, being the management's estimate of the useful life of such intangibles.

Impairment of assets

The Company assesses at each balance sheet date whether there is any indication that any asset may be impaired. If any such indication exists, the carrying value of such assets is reduced to its recoverable amount and the impairment loss is recognized in the profit or loss account. If at the balance sheet date there is any indication that a previously assessed impairment loss no longer exists, then such loss is reversed and the asset is restated to that extent.

2.12 Leases

Lease payments for assets taken on operating lease are recognized as expenses in the revenue(s) and profit and loss account over the lease term.

2.13 Employee Benefits

Provident fund

This is a defined contribution scheme and contributions payable to the Regional Provident Fund Authority is provided on the basis of specified percentage of salary and is charged to profit and loss account and revenue account(s).

Gratuity

Gratuity, which is a defined benefit scheme is provided on the basis of actuarial valuation at year end and is recognized in the profit and loss account and revenue account(s).

Leave Encashment

Provisions for Leave Encashment are provided based on actuarial valuation including actuarial gains/losses at balance sheet date and are recognized in the revenue account(s) and profit and loss account.

2.14 Foreign Currency Transactions

Transactions denominated in foreign currencies are recorded at the exchange rates prevailing on the date of the transaction.

Foreign exchange denominated current assets and liabilities, are restated at the rates prevalent at the date of the balance sheet. The exchange gains/ losses on account of settlement or on restatement are recognized in the revenue accounts or profit and loss account, as applicable.



2.15 Allocation of Investment Income

Investment income has been allocated between revenue account(s) and profit and loss account on the basis of the ratio of the average policyholders' funds to the average shareholders' funds respectively, average being the balance at the beginning of the year and at the end of the year.

Further, investment income across segments within the revenue account(s) has also been allocated on the basis of the segment-wise policyholders' funds.

Investment income arising from pool accounts is allocated directly to respective Revenue Accounts.

2.16 Allocation of Expenses

Operating expenses relating to insurance business are allocated to specific classes of business on the following basis:

- Expenses that are directly identifiable to a business class are allocated on actual;
- Other expenses, that are not directly attributable, are broadly allocated on the basis of net premium in each business class; and
- Depreciation expenditure has been allocated on the assessment that the use of the assets is proportionate to net premium of the respective segments.

2.17 Contribution to Terrorism Pool

The Company in accordance with the requirements of IRDA has participating in contributing to the Terrorism Pool. This pool is managed by General Insurance Corporation of India (GIC). Amounts collected as terrorism premium in accordance with the requirements of the Tariff Advisory Committee (TAC) are ceded at 100% to the Terrorism Pool collected to the terrorism Pool, subject to the condition and an overall limit of Rs 15.00 billions.

In accordance with the terms of the agreement, GIC retro-cedes to the Company the terrorism premium to the extent of the Company's share in the risk, which is recorded as reinsurance accepted. Such reinsurance accepted is recorded based on the intimation / confirmation received from GIC. Accordingly, reinsurance accepted, on account of the terrorism pool has been recorded only up to December 31, 2014 (previous year: December 31, 2013) as per the last confirmation received and 50% of the amount has been carried forward to the subsequent accounting period as Unexpired risk reserve appropriately.

2.18 Indian Motor Third Party Pool (IMTPIP)

As per the directions of the IRDA, the Company has participated in pooling arrangement to share in all Motor Third Party insurance business underwritten in respect of commercial vehicles. The pooling arrangement was made effectively in respect of insurances renewals commencing on or after April 1, 2007. GIC is the administrator of the pooling arrangement. The pooling amongst all the insurers is achieved through a multi-lateral reinsurance arrangement between the underwriting insurer and all other registered insurers carrying on general insurances/reinsurance business.

IRDA vide its Order Ref No IRDA/NL/ORD/MPL/276/12/2011 dated December 23, 2011, IRDA/NL/ORD/MPL/003/01/2012 dated January 3, 2012, IRDA/F&A/ORD/MTPP/070/03-2012 dated March 22, 2012 and IRDA/NL/ORD/MPI/72/03/2012 dated March 22, 2012 ordered for dismantling of IMTPIP with effect from April, 1 2012.

2.19 Indian Motor Third Party Declined Risk Insurance Pool (IMTPDRIP)

The Indian Motor Third Party Declined Risk Insurance Pool (IMTPDRIP) is multi-lateral reinsurance arrangement between the underwriting insurer and all other registered insurers carrying on general insurance business to share the stand alone third party liability insurance for commercial vehicles (liability only) premium (excluding Miscellaneous and special class of vehicles falling under erstwhile All India Motor Tariff) which is considered as declined risk premium and ceded to pool as per the underwriting guidelines submitted every year by each insurer with effect from April 1, 2012. All the insurers underwriting motor insurance business are the members of the IMTPDRIP ("Members"). GIC is the administrator of the pooling arrangement.

As directed by the IRDA vide its Order Ref No IRDA/NL/ORD/MPL/277/12/2011 dated December 23, 2011 and IRDA/NL/ORD/MPI/72/03/2012 dated March 22, 2012, the company has to cede to the extent of 75% of the declined risk premium to the IMTPDRIP. All the premiums ceded to the IMTPDRIP are shared amongst members in the proportion of shortfall of the respective insurers. Shortfall is a difference of mandatory obligations and actual net retention of "Liability only premium" of the insurer. The mandatory obligations is calculated by applying average of market shares (being average of overall market share and market share in respect of motor business) to the total liability only premium of the industry for every financial year. Operating expenses of the IMTPDRIP incurred by GIC are borne by all the members in proportions to their respective mandatory obligations. The company effects the settlement of



its share in the premium claims and expenditure based on clean cut settlement statement received from the pool administrator on quarterly basis.

2.20 Contribution to funds

The Company provides for contribution to Solatium Fund and Environment Relief Fund as per relevant regulatory requirements/circulars.

2.21 Preliminary Expenses

Preliminary expenses incurred are written off to the Profit and Loss account in the year in which it is incurred.

2.22 Taxation

Current tax

The Company provides for income tax on the basis of estimated taxable income for the current accounting period in accordance with the provisions of the Income Tax Act, 1961.

In accordance with the recommendations contained in Guidance Note issued by the Institute of Chartered Accountants of India and in accordance with the provisions of the Income Tax Act, 1961, Minimum Alternate Tax ('MAT') credit is recognized as an asset to the extent there is convincing evidence that the Company will pay normal income tax in future by way of a credit to the profit and loss account and shown as MAT credit entitlement.

Deferred tax

Deferred tax assets and liabilities are recognized for the future tax consequences attributable to timing differences between the accounting income as per the Company's financial statements and the taxable income for the year. Deferred tax charge or credit and the corresponding deferred tax liabilities or assets are recognized using the tax rates that have been enacted or substantively enacted by the balance sheet date.

Deferred tax assets are recognized only to the extent there is reasonable certainty that the assets can be realized in future, however, where there is unabsorbed depreciation or carried forward loss under taxation laws, deferred tax assets are recognized only if there is virtual certainty of realization of such assets. Deferred tax assets are reviewed as at each balance sheet date and appropriately adjusted to reflect the amount that is reasonably/virtually certain to be realized.

2.23 Wealth Tax

Provision for wealth tax is made on the taxable assets of the company.

2.24 Service Tax

Service tax collected is considered as a liability against which service tax paid for eligible services is adjusted as CENVAT and the net liability is remitted to the appropriate authority as stipulated. Unutilized CENVAT credits, if any, are carried forward under "Advances and other Assets" for adjustments in subsequent periods.

2.25 Provisions and Contingent liabilities

A provision is recognized when an enterprise has a present obligation as a result of past event; it is probable that an outflow of resources will be required to settle the obligation and in respect of which a reliable estimate can be made. Provisions are not discounted to their present value and are determined based on best estimate required to settle the obligation at the balance sheet date. These are reviewed at each balance sheet date and adjusted to reflect the current best estimates.

Contingent losses arising from the claims other than insurance claims, litigation, assessment, fines, penalties, etc. are recorded when it is probable that a liability has been incurred and the amount can be reasonably estimated.

A disclosure for a contingent liability is made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. When there is a possible obligation or a present obligation in respect of which the likelihood of outflow of resources is remote, no provision or disclosure is made.

2.26 Earnings per Share

The basic earnings per share is computed by dividing the net profit after tax in the Profit and Loss account attributable to the equity shareholders by weighted average number of equity shares outstanding during the reporting period. Number of equity shares used in computing diluted earnings per share comprises the weighted average number of shares considered for deriving basic earnings per share and also weighted average number of equity shares which would have been issued on the conversion of all dilutive potential shares. In computing diluted earnings per share only potential equity shares that are dilutive are considered.

**Notes Forming Part of Accounts****3. Contingent Liabilities**

(Rs. in '000s)

	Particulars	As at March 31, 2015	As at March 31, 2014
1.	Partly paid-up investments	-	-
2.	Underwriting commitments outstanding	-	-
3.	Claims, other than those under policies, not acknowledged as debts	-	-
4.	Guarantees given by or on behalf of the Company	-	-
5.	Statutory demands/ liabilities in dispute, not provided for (see note below)	288,424	224
6.	Re-insurance obligations to the extent not provided for in accounts	-	-
7.	Others – Claims lodged by policyholders in court under dispute not provided for	438,253	320,281
	TOTAL	726,677	320,505

Note: The Company has disputed the demand raised by Income Tax Department for assessments completed of past years and the appeals are pending before the appropriate authorities.

4. Encumbrances on Assets

The Company's assets are located within India, and are free from encumbrances.

5. Commitments

There are no commitments made and outstanding for investments and loans. Estimated amount of contracts remaining to be executed on account of Fixed Assets (net of advances) Rs. 32,104 thousands (Previous year Rs. 18,533 thousands).

6. Claims

a) Claims, less reinsurance paid to claimants in/ outside India are as under:

(Rs. in '000s)

Particulars	Year Ended March 31, 2015	Year Ended March 31, 2014
In India	2,933,515	2,032,898
Outside India	-	-
Total	2,933,515	2,032,898

b) Claims where the claim payment period exceed four years:

As per circular F&A/CIR/017/May-04, the claims made in respect of contracts where claims payment period exceeds 4 years, are required to be recognized on actuarial basis. Accordingly the Appointed Actuary has certified that there is no claim payment which is exceeding four years.



c) Ageing of gross Claims outstanding is set out in the table below:

(Rs. in '000s)

Particulars	As at March 31, 2015	As at March 31, 2014
Outstanding for less than six months	4,095,643	3,432,516
Outstanding for more than six months	2,765,054	2,034,091
Total	6,860,697	5,466,607

d) Claims settled and remaining unpaid for more than six months is Rs. Nil (previous years: Rs. Nil).

7. Premiums

a) Premium, less reinsurance, written from business in/ outside India is given below:

(Rs. in '000s)

Particulars	As at March 31, 2015	As at March 31, 2014
In India	5,022,477	4,225,944
Outside India	-	-

b) The Company has recognized Nil percent (Previous year: Nil) of the total premium earned from the Miscellaneous –Engineering class of business based on varying risk pattern. The risk pattern determined based on underwriting estimates, which are in turn based on project related information received from the customers, and these are relied upon by the company.

8. Extent of Risks Retained and Re-insured

Extent of risks retained and reinsured (excluding Excess of Loss and Catastrophe re-insurance) based on Gross Written Premium is given below:

Particulars	Basis	For the year ended March 31, 2015		For the year ended March 31, 2014	
		Retention	Ceded	Retention	Ceded
Fire	Total sum insured	63%	37%	63%	37%
Marine– Cargo	Value at risk	46%	54%	34%	66%
Marine– Hull	Value at risk	2%	98%	-	-
Motor (Refer Note 18 & 19)	Total sum insured	95%	5%	95%	5%
Workmen's Compensation	Value at risk	95%	5%	95%	5%
Personal Accident	Value at risk	73%	27%	80%	20%
Health Insurance	Value at risk	89%	11%	88%	12%
Public/Product Liability	Value at risk	87%	13%	95%	5%



Particulars	Basis	For the year ended March 31, 2015		For the year ended March 31, 2014	
		Retention	Ceded	Retention	Ceded
Engineering	Total sum insured	35%	65%	40%	60%
Aviation	Value at risk	-	-	13%	87%
Trade Credit	Value at risk	1%	99%	13%	87%
Others	Value at risk	45%	55%	81%	19%

9. Investments

a) Investments are made in accordance with the stipulations laid down by the Insurance Act, 1938, and the Insurance Regulatory and Development Authority (Investment) (Fourth Amendment) Regulations, 2008. All the investments of the Company are performing investments. Unrealized gains arising due to changes in the fair value of listed equity shares and Mutual Fund for the period ended 31st March 2015 is Rs. 43,339 thousands (Previous year unrealized losses Rs. 864 thousands).

b) Value of Contracts in relation to Investment for :

(Rs. in '000s)

Particulars	As at March 31, 2015	As at March 31, 2014
Purchase where deliveries are pending	Nil	Nil
Sales where payments are overdue	Nil	Nil

The historical cost of Equity share / mutual fund valued on fair value basis is Rs. 423,251 thousands (Previous year Rs.153,203 thousands).

c) Investment in Reserve Repo

The Company, during the financial year 2013-14, has not undertaken any Reverse Repo/repo transaction in Corporate Debt Securities, the same has been disclosed below as required by the IRDA circular IRDA/F&I/ CIR/INV/ 250/12/2012 dated December, 4 2012 and the direction laid down by RBI via notification IDMD. DOD.05/11.08.38/2009-10 dated January, 8 2010 and as updated from time to time.

Particulars	Minimum O/s during the year	Maximum O/s during the year	Daily Avg o/s during the year	O/S as on 31 March 2015
Securities sold under Repo	Nil	Nil	Nil	Nil
i. Government Securities	Nil	Nil	Nil	Nil
ii. Corporate Debt Securities	Nil	Nil	Nil	Nil
Securities purchased under Reserve Repo	Nil	Nil	Nil	Nil
i. Government Securities	Nil	Nil	Nil	Nil
ii. Corporate Debt Securities	Nil	Nil	Nil	Nil



d) Valuation of Equity Shares

Pursuant to Master Circular dated October 5th 2012 and Corrigendum on Master Circular dated July 3rd, 2013 the company has valued the listed equities at the balance sheet date based on the last quoted closing price on the NSE and in case these are not listed on the NSE then based on last quoted closing price on the BSE.

e) Classification of Investments

As per the Master Circular, insurers are required to indicate as far as it is feasible, Investments pertaining to Shareholders and policyholders separately, in which case, the investments schedule shall be disclosed as Schedule 8 – Investment (Shareholders) and Schedule 8a – Investments (Policyholders).

The Company has not segregated the investments pertaining to Shareholders and policyholders due to practical difficulties.

10. Chairman and Managing Director’s Remuneration

The details of remunerations of Executive Chairman and Managing Director’s as per the terms of appointment are as under :-

(Rs. In ‘000s)

Particulars	Year Ended March 31, 2015	Year Ended March 31, 2014
Salary & Allowances	10,702	8,742
Contribution to Provident Fund	683	558
Sitting Fees	445	410
Profit Linked Commissions	5,700	4,650
Total	17,530	14,360

Note: - Provision towards gratuity and leave encashment are determined actuarially on an overall basis and accordingly have not been considered for the above disclosure.

11. The company does not have any Investment in Property at March 31, 2015 (Previous year Nil)

12 Sector wise Gross Direct Premium in India are as follows –

Business Sector	For the year ended March 31, 2015				For the year ended March 31, 2014			
	GDPI (Rs. In ‘000s)	No. of Policies	No. of Lives	% of GDPI	GDPI (Rs. In ‘000s)	No. of Policies	No. of Lives	% of GDPI
Rural	1,251,981	94,090	-	17.86%	279,737	81,564	-	5.18%
Urban	5,759,000	877,069	-	82.14%	5,123,898	806,323	-	94.81%
Social	76	151	5,526,664	0.00%	838	927	2,393,010	0.02%
Total	7,011,057	971,310	5,526,664	100.00%	5,404,473	888,814	2,393,010	100.00%

13. Premium deficiency

Hitherto, The Company has been recognizing premium deficiency at a business segment level. Pursuant to the Master Circular no. IRDA/F&I/CIR/F&A/231/10/2012 dated October 5th, 2012 and Corrigendum on Master Circular No. IRDA/F&A/CIR/DF/126/07/2013 dated July 3rd, 2013, the same is now being recognized for the company as a whole. There is no premium deficiency arises as on March 31st, 2015 for the company as whole.



14. **IBNR and IBNER Calculations**

The liability for IBNR (including IBNER) as at March 31, 2015 for all lines of business, other than reinsurance accepted from Declined risk pool and Indian Motor Third Party Insurance Pool has been estimated by the Sr. Consultant Actuary in compliance with the guidelines issued by IRDA vide circular no. 11/IRDA/ACTL/IBNR/2005-06 and the applicable guidance provided in Guidance Note 21 of the Actuarial Society of India and is duly certified by the Sr. Consultant Actuary appointed by company.

The Sr. Consultant Actuary has adopted the Ultimate Loss Ratio Method for Motor TP, Liability product and Trade credit insurance, Born Huetter Ferguson Method for Health and Adhoc basis for Aviation where enough claim development data is not available and Chain Ladder Method for other lines of business where claims development in the past year is considered to be representative of the future claims development.

15. **Reinsurance Inward**

The results of reinsurance inward are accounted as per last available statement of accounts/ confirmations from reinsurers.

16. **Contribution to Solatium Fund**

In accordance with the requirements of IRDA circular dated March 18, 2003 and based on recommendations made at the general Insurance council meeting and as per the New India Assurance Circular HO/MTD/Solatium fund/2010/482 dated July 26, 2010, the company has provided 0.10% of the gross written premium on all third party motor policies towards contribution to the solatium fund.

17. **Environment Relief Fund**

The Company has collected an amount of Rs. 218 thousand (Previous year Rs. 241 thousand) towards environment relief fund from Public Liability policies.

18. **Indian Motor Third Party Pool**

The Company, as a member of the Indian Motor Third Party Insurance Pool, collectively, mandatorily and automatically participates in a pooling arrangement to share in all motor third party insurance business underwritten in respect of commercial vehicles, on or after 1st April 2007, by any of the registered General Insurers in accordance with the directions of IRDA.

IRDA vide its Order Ref No IRDA/NL/ORD/MPL/276/12/2011 dated December 23, 2011, IRDA/NL/ORD/MPL/003/01/2012 dated January 3, 2012, IRDA/F&A/ORD/MTPP/070/03-2012 dated March 22, 2012 and IRDA/NL/ORD/MPI/72/03/2012 dated March 22, 2012 ordered for dismantling of IMTPIP with effect from April, 1 2012.

The Company had recognized transitional liabilities based on the return received from IMTPIP in compliance with IRDA order ref no IRDA/F&A/ORD/MTPP/070/03-2012 dated March 22, 2012 and accordingly, classified the net liability in financial separately under "Other Assets" as "Receivable from Motor pool".

19. **Indian Motor Third Party Declined Risk Insurance Pool (IMTPDRIP)**

IRDA vide its Order Ref No IRDA/NL/ORD/MPL/277/12/2011 dated December 23, 2011 and IRDA/NL/ORD/MPI/72/03/2012 dated March 22, 2012, had directed the formation of the Indian Motor Third Party Declined Risk Insurance Pool for standalone third party liability insurance for commercial vehicles (Liability only) (excluding Miscellaneous and special class of vehicles falling under erstwhile all India Motor Tariff) with effect from April 1, 2012.

For the financial year ended March 31, 2014, pending the receipt of the 4th quarter statement and final ULR from the DR Pool, the Company has accounted the impact based on management estimates and recognized claims at the provisional prescribed estimated ULR of 210%.

During the current financial year, IRDA has issued Order no. IRDA/NL/ORD/MPL/251/11/2014 dated November 27th, 2014 declaring the Ultimate loss ratios (ULR) for the DR Pool for the year FY 2013-14 at 175% against the erstwhile provisional estimate of 210% as well as advised provisional ultimate loss ratios of 175% for the FY 2014-15.

There is no major impact due to change in ultimate loss ratios (ULR) from 210% to 175% for FY 2013-14 in FY 2014-15.



During the year ended March 31, 2015, The Company has accounted the share of loss in the IMTPDRIP for the period from January 1, 2014 to December 31, 2014, on the basis of audited clean cut settlement statement received from the pool administrator and the premiums retro ceded for the period January 1, 2015 to March 31, 2015 are accounted on the basis of management estimates. Necessary revision in estimates will be made upon receipt of final account statements from the DR Pool for period ended from January 1, 2015 to March 31, 2015.

20. Segmental Reporting

The Company's primary reportable segments are business segments, which has been identified in accordance with AS-17 Segment Reporting read with the regulations. The segment revenues and segment results related to the same have been reported in the financial statements. The income & expenditure attributable to the business segment are allocated as mentioned in para 2.15 and 2.16.

Segmental Assets & liability to the extent identifiable to business segment.

(Rs.in '000s)

Segment	Year	Claims Outstanding
Fire	2014-15	1,598,524
	2013-14	870,722
Marine Cargo	2014-15	79,738
	2013-14	78,290
Marine Hull	2014-15	0
	2013-14	0
Motor OD	2014-15	279,807
	2013-14	278,923
Motor TP	2014-15	4,017,833
	2013-14	3,600,031
Workmen Compensation	2014-15	2,662
	2013-14	10,455
Personal Accident	2014-15	31,297
	2013-14	23,519
Health	2014-15	277,915
	2013-14	209,792
Public/Product Liability	2014-15	3,020
	2013-14	3,704
Engineering	2014-15	89,351
	2013-14	148,851
Aviation	2014-15	363
	2013-14	200



Segment	Year	Claims Outstanding
Credit Insurance	2014-15	530
	2013-14	2,066
Others	2014-15	479,657
	2013-14	240,054
Total	2014-15	6,860,697
	2013-14	5,466,607

Secondary reportable segments

There are no reportable geographical segments since the company provides services to customers in the Indian Market only and does not distinguish any reportable regions within India.

21. Operating Lease Commitments

The Company's significant leasing arrangements are in respect of operating leases for office premises. In respect of these agreements, refundable deposits have been given. Lease rentals are recognized in the Revenue Accounts for the year and included under 'Rents, rates and taxes' in Schedule 4.

The future minimum lease payments relating to leasing arrangements are disclosed below.

(Rs. in '000s)

Particulars	Year Ended March 31, 2015	Year Ended March 31, 2014
Payable not later than one year	93,169	83,586
Payable later than one year but not later than five years	368,676	331,199
Payable later than five years	82,580	105,482

An amount of Rs.102,863 thousand (Previous year Rs. 79,541 thousands) towards lease payments has been recognized in Revenue Accounts.

22. Deferred Taxes

The major components of temporary differences that account for deferred tax assets / liabilities are as under:

(Rs. in '000s)

Particulars	As at 31st March 2015	As at 31st March 2014
Deferred tax asset		
Timing difference on account of -		
Reserve for Unexpired risks / premium deficiency	-	102,795
Gratuity / Leave accrued	2,384	385
Provision for escalation in lease rentals	17,613	-
Depreciation as per Section 32 as per provision of I. T. Act, 1961	-	5,756
Total	19,997	1,08,936



Particulars	As at 31st March 2015	As at 31st March 2014
Deferred tax liability		
Timing difference on account of -		
Depreciation as per Section 32 as per provision of I. T. Act, 1961	(4,860)	-
Net deferred tax asset / (liability)	15,137	108,936
Deferred Tax expense / (income) recognised in the P&L a/c	93,799	6,030
Total deferred tax expense / (income)	93,799	6,030

23. Earnings Per Share (EPS)

Earnings per share are calculated by dividing the Profit after Tax in the Profit and Loss Account by the weighted average number of equity shares outstanding during the year. The numbers used in calculating basic and diluted earnings per equity share are as follows:

(Rs. in '000s)

Particulars	Year Ended March 31, 2015	Year Ended March 31, 2014
Profit / (Loss) available to equity shareholders (Rs. in '000s)	187,946	96,458
WEIGHTED AVERAGE NUMBER OF EQUITY SHARES		
Number of Equity Shares outstanding at the beginning of the year	350,000,000	350,000,000
Shares issued during the year	N/A	N/A
Total Number of Equity Shares outstanding at the end of the year	350,000,000	350,000,000
Weighted average number of Equity Shares outstanding during the year	350,000,000	350,000,000
Add: Effect of dilutive issues of options and shares application pending allotment	N/A	N/A
Diluted weighted average number of Equity Shares outstanding during the year	350,000,000	350,000,000
Nominal Value Per Share	Rs. 10.00	Rs. 10.00
Basic/Diluted Earnings Per Share	0.54	0.28

24. Details of transactions with related parties under Accounting Standard (AS18) for the year ended 31st March 2015 is given below.

(Rs. in '000s)

Name of the Related party	Year	Allahabad Bank	Sompo Japan Nipponkoa Insurance Inc.	Risk care Insurance Broking Services Pvt.Ltd.
Nature of Relationship		Promoters with more than 20% Voting Rights	Promoters with more than 20% Voting Rights	Significant influence
Details of transactions with Related parties				
Premium Income (rendering of services)	2014-15	89,355	101	0
	2013-14	84,046	68	0
Reinsurance Premium (Net of Commission)	2014-15	0	1,54,803	2,51,934
	2013-14	0	1,98,070	99,160



Name of the Related party	Year	Allahabad Bank	Sompo Japan Nipponkoa Insurance Inc.	Risk care Insurance Broking Services Pvt.Ltd.
Nature of Relationship		Promoters with more than 20% Voting Rights	Promoters with more than 20% Voting Rights	Significant influence
Claim Payments	2014-15	9,068	0	0
	2013-14	3,786	0	0
Claims Recovery on Reinsurance	2014-15	0	53,651	0
	2013-14	0	8,15,490	0
Commission payout	2014-15	1,08,750	0	5,477
	2013-14	96,067	0	5,007
Other Expenditure	2014-15	1,670	0	0
	2013-14	2,310	0	0
Other Reimbursement Received	2014-15	0	1,316	0
	2013-14	0	1,379	0
Accrued Interest Income on Fixed Deposit	2014-15	169	0	0
	2013-14	0	0	0
Balances with Related Parties				
Liabilities				
Share Capital	2014-15	1,050,000	910,000	0
	2013-14	1,050,000	910,000	0
Premium Payable (Net of Commission)	2014-15	0	34,219	0
	2013-14	0	37,178	0
Commission Payable	2014-15	11,531	0	816
	2013-14	8,716	0	333
Assets				
Bank Balance	2014-15	2,83,398	0	0
	2013-14	2,44,305	0	0
Expenses Receivable	2014-15	0	0	0
	2013-14	0	480	0
Claim Recoverable on Reinsurance	2014-15	0	3,31,420	0
	2013-14	0	24,475	0
Fixed Deposit	2014-15	50,000	0	0
	2013-14	0	0	0

Note: Remuneration to Key Management Personnel viz. Mr. O.N. Singh, (Executive Chairman and Whole-time Director), and Mr. Taketoshi Nagaoka (Managing Director) is given in Note No. 10.



25. In accordance with direction of IRDA circular no. IRDA/F&/CIR/F&A/231/10/2012 dated October 5th, 2012, age wise analysis of the unclaimed amount of the policy holder as on 31st March, 2015 is shown as under. The company has not appropriated / written back the unclaimed amount of policyholders.

Particulars	Year	Total Amount	1-3 Months	4-6 Months	7-12 Months	13-18 Months	19-24 Months	25-30 Months	31-36 Months	Beyond 36 Months
Claims settled but not paid to the policyholders / insured due to any reasons except under litigation from the insured / policyholders	2014-15	-	-	-	-	-	-	-	-	-
	2013-14	-	-	-	-	-	-	-	-	-
Sum due to insured / policyholders on maturity or other wise	2014-15	-	-	-	-	-	-	-	-	-
	2013-14	-	-	-	-	-	-	-	-	-
Any excess collection of the premium / tax or any other charges which is refundable to the policy holders either as terms of conditions of the policy or as per law or as may be directed by the authority but not refunded so far.	2014-15	-	-	-	-	-	-	-	-	-
	2013-14	-	-	-	-	-	-	-	-	-
Cheque Issued but not encashed by the policy holder / Insured.	2014-15	59,935	-	5,549	10,780	17,244	5,529	3,585	3,684	13,564
	2013-14	49,104	-	17,775	9,506	3,872	3,937	3,696	3,969	6,349

Note- The ageing is prepared based on cheque issue date.

26. Employee Benefits

The disclosures of Employee benefits as required under Accounting Standard 15 are given below:

Defined Contribution Plan

Provident Fund

The provident fund is operated by the Regional Provident Fund Commissioner. Under the scheme, the Company is required to contribute a specified percentage of payroll cost to the retirement benefit schemes to fund the benefits. These funds are recognized by the Income tax authorities. The Company has recognized the following amounts in the Profit and Loss Account for the year:

(Rs. in '000s)

Benefit (Contribution to)	Year Ended March 31, 2015	Year Ended March 31, 2014
Provident Fund	16,876	16,808

Defined Benefit Plans:

- Gratuity
- Leave Encashment

Gratuity is payable to employees as per Payment of Gratuity Act. Leave encashment is payable to eligible employees who have earned leave during the employment and /or on separation as per the company's policy. The company makes contribution to Group Gratuity Scheme and Group Leave Encashment Scheme operated by Life Insurance Corporation of India.



Valuations in respect of Gratuity and Leave Encashment have been carried out by independent actuary, as at the Balance Sheet date, based on the following assumptions

a) Gratuity

i) Assumption

Particulars	Year ended March 31, 2015	Year ended March 31, 2014
Discount rate	7.80%	9.31%
Salary Escalation	5.00%	6.00%
Attrition rate	2.00%	2.00%
Expected return on plan assets	8.50%	8.70%
Mortality rate Table	Indian Assured Lives Mortality (2006-08) Ultimate	Indian Assured Lives Mortality (2006-08) Ultimate

ii) Change in present value of obligations

(Rs. in '000s)

Particulars	Year ended March 31, 2015	Year ended March 31, 2014
Present value of obligations as at the beginning of the year	12,367	11,793
Interest cost	1,151	943
Current Service Cost	3,571	3,854
Benefits Paid	0	0
Actuarial loss/(gain) on obligation	1,422	(4,223)
Present value of obligations as at the end of the year	14,713	12,367

iii) Changes in the Fair Value of Assets

(Rs. in '000s)

Particulars	Year ended March 31, 2015	Year ended March 31, 2014
Opening fair value of plan assets	14,280	11,303
Expected return	1,242	983
Contributions paid	2,539	2,037
Benefits Paid	(3,798)	0
Actuarial gains / (losses)	(99)	(43)
Closing fair value of plan assets	14,162	14,280



iv) Amount recognized in Balance Sheet

(Rs. in '000s)

Particulars	Year ended March 31, 2015	Year ended March 31, 2014
Present value of obligations as at the end of the year	14,713	12,367
Present value of assets	14,162	14,280
Net Assets /(Liability) recognised in the Balance Sheet	(550)	1,913

v) Expenses recognized in Revenue Accounts

(Rs. in '000s)

Particulars	Year ended March 31, 2015	Year ended March 31, 2014
Current Service cost	3,571	3,854
Interest Cost	1,151	943
Expected return on plan assets	(1,242)	(983)
Net Actuarial (gain) / loss recognized in the year	1,522	(4,180)
Expenses recognized in Revenue Accounts	5,002	(366)

vi) Experience adjustments of last five years is given below

(Rs. in '000s)

Particulars	Year ended March 31, 2015	Year ended March 31, 2014	Year ended March 31, 2013	Year ended March 31, 2012	Year ended March 31, 2011
Defined Benefit Obligation	14,713	12,367	11,793	8,197	4,748
Plan assets	14,162	14,280	11,303	8,439	4,503
Surplus / (Deficit)	(551)	1,913	(490)	242	(246)
Exp.Adj on Plan liability	736	2,528	1,026	768	3,594
Exp.Adj on Plan Assets	(99)	(43)	(726)	558	(525)

b) Leave Encashment

i) Assumption

Particulars	Year ended March 31, 2015	Year ended March 31, 2014
Discount rate	7.80%	9.31%
Salary Escalation	5.00%	6.00%
Attrition rate	2.00%	2.00%
Expected return on plan assets	8.50%	8.70%
Mortality rate table	Indian Assured Lives Mortality (2006-08) Ultimate	Indian Assured Lives Mortality (2006-08) Ultimate

**ii) Change in present value of obligations**

(Rs. in '000s)

Particulars	Year ended March 31, 2015	Year ended March 31, 2014
Obligations as at the beginning of the year	8,978	9,422
Interest cost	836	754
Current Service Cost	2,598	1,924
Past Service Cost	0	0
Actuarial gain / (loss) on obligation	1,038	(3,121)
Benefit Paid	(2,053)	0
Projected Benefit Obligation at the end of the period	11,397	8,979

iii) Changes in the Fair Value of Assets

(Rs. in '000s)

Particulars	Year ended March 31, 2015	Year ended March 31, 2014
Opening fair value of plan assets	5,821	5,328
Expected return	506	464
Contributions paid	0	0
Benefits Paid	(2,053)	0
Actuarial gains / (losses)	(40)	29
Closing fair value of plan assets	4,234	5,821

iv) Amount recognized in Balance Sheet

(Rs. in '000s)

Particulars	Year ended March 31, 2015	Year ended March 31, 2014
Present value of obligations as at the end of the year	9,422	8,979
Present value of assets	4,234	5,821
Net Liability recognized in the Balance Sheet	7,164	3,157

v) Expenses recognized in Revenue Accounts

(Rs. in '000s)

Particulars	Year ended March 31, 2015	Year ended March 31, 2014
Current Service cost	2,598	1,924
Interest Cost	836	754
Expected return on plan assets	(506)	(464)
Net Actuarial (gain) / loss recognized in the year	998	(3,150)
Expenses to be recognized in Revenue Accounts	3,925	(936)



27. Allocation of expenses

Operating expenses relating to insurance business are allocated to specific classes of business on the following basis:

- Expenses that are directly identifiable to a business class are allocated on actual;
- Other expenses, that are not directly attributable, are broadly allocated on the basis of net premium in each business class; and
- Depreciation expenditure has been allocated on the assessment that the use of the assets is proportionate to net premium of the respective segments.

28. Outsourcing, business development and marketing support expenses

(Rs. in '000s)

Particulars	Year ended March 31, 2015	Year ended March 31, 2014
Outsourcing expenses	282,216	265,856
Business development	461,350	245,849
Marketing support	113,439	140,951

29. Micro and Small scale business entities

There is no Micro, Small & Medium enterprises to which the company owes dues, which are outstanding for more than 45 days as at 31 March 2015. This information as required to be disclosed under Micro, small & medium Enterprises Development Act, 2006 has been determined to the extent such parties have been identified on the basis of information available with the company.

30. In view of the management, there is no primary evidence of impairment in the carrying amount of its fixed assets. Accordingly, no detailed exercise has been carried to find out the impairment on assets, if any, as per the provisions of Accounting Standard 28 issued by ICAI.

31. Disclosures of various penal actions taken by various Government Authorities.

Sr No.	Authority	Year	Non-Compliance/ Violation	(Rs. in '000s)		
				Penalty Awarded	Penalty Paid	Penalty Waived/ Reduced
1	Insurance Regulatory and Development Authority	2014-15	NIL	0	0	0
		2013-14	NIL	0	0	0
2	Service Tax Authorities	2014-15	NIL	0	0	0
		2013-14	1	28.8	28.8	0
3	Income Tax Authorities	2014-15	1	76.1	76.1	0
		2013-14	NIL	0	0	0
4	Any other Tax Authorities	2014-15	NIL	0	0	0
		2013-14	NIL	0	0	0



5	Enforcement Directorate/ Adjudicating Authority/ Tribunal or any Authority under FEMA	2014-15	NIL	0	0	0
		2013-14	NIL	0	0	0
6	Registrar of Companies/ NCLT/CLB/ Department of Corporate Affairs or any Authority under Companies 1956	2014-15	NIL	0	0	0
		2013-14	NIL	0	0	0
7	Penalty awarded by any Court/ Tribunal for any matter including claim settlement but excluding compensation	2014-15	2	21.0	21.0	0
		2013-14	NIL	0	0	0
8	Securities and Exchange Board of India	2014-15	NA	NA	NA	NA
		2013-14	NA	NA	NA	NA
9	Competition Commission of India	2014-15	NIL	0	0	0
		2013-14	NIL	0	0	0
10	Any other Central/State/Local Government / Statutory Authority	2014-15	1	1.7	1.7	0
		2013-14	1	7.0	7.0	0

32. Previous year's figures have been regrouped, rearranged wherever possible and wherever necessary to make them comparable with those of the current year. The summary of other amounts of the previous year which have been regrouped is as follows.

(Rs. in '000s)

Sr. No.	Schedule	Particulars	Reported in Previous Year	Previous Year figures reported in Current Year	Difference	Reason
1	4	Rent, Rates & Taxes	-	846	846	Reclassifications of Rent, Rates & Taxes to Miscellaneous Expenses
2	4	Others - Miscellaneous Expenses	846	-	846	
3	4	Repairs	-	874	874	Reclassifications of Repairs to Miscellaneous Expenses
4	4	Others - Miscellaneous Expenses	874	-	874	
5	4	Training Expenses	1,533	-	1,533	Reclassifications of Agent training expenses are done for better presentations.
6	4	Others- Agents Training	-	1,533	1,533	



33. Summary of Financial Statements

Sr. No.	Particulars	2014-15 (Rs. in Lakhs)	2013-14 (Rs. in Lakhs)	2012-13 (Rs. in Lakhs)	2011-12 (Rs. in Lakhs)	2010-11 (Rs. in Lakhs)
	OPERATING RESULTS					
1	Gross Direct Premiums	70,111	54,045	53,435	40,458	29,910
2	Net Earned Premium #	45,623	41,194	34,131	24,654	19,275
3	Income from Investments (net) @	7,197	5,425	4,136	1,681	1,346
4	Other Income (Pls Specific)					
	Others - Miscellaneous Income	793	14	6	4	47
5	Total Income	53,613	46,633	38,273	26,339	20,668
6	Commissions (Net) (Including Brokerage)	1,666	1,977	2,105	856	769
7	Operating Expenses	17,788	15,028	14,421	13,338	11,673
8	Net Incurred Claims	33,710	30,543	24,683	21,731	14,386
9	Change in Unexpired Risk Reserve	(4,602)	(1,065)	(7,329)	(5,518)	(3,291)
10	Operating Profit / (Loss)	449	(915)	(2,936)	(9,586)	(6,160)
	NON-OPERATING RESULTS					
11	Total Income under shareholders' account	2,369	1,940	1,937	985	1,109
12	Profit / (Loss) before tax	2,818	1,025	(999)	(8,602)	(5,051)
13	Provision for tax	938	60	(332)	(736)	73
14	Profit / (Loss) after tax	1,880	965	(667)	(7,866)	(5,124)
	MISCELLANEOUS					
15	Policyholders' Account :					
	Total Funds	-	-	-	-	-
	Total Investments	-	-	-	-	-
	Yield on Investments*	-	-	-	-	-
16	Shareholders' Account:					
	Total Funds	44,013	43,571	43,319	43,429	23,387
	Total Investments	103,570	88,952	77,457	40,700	32,964
	Yield on Investments*	9.49%	8.74%	8.88%	7.28%	8.06%
17	Paid up equity capital (including share premium)	43,580	43,580	43,580	43,580	23,580
18	Net Worth	26,091	24,212	23,247	23,914	11,780
19	Total Assets	44,013	43,571	43,319	43,429	23,387
20	Yield on Total Investments	9.49%	8.74%	8.88%	7.28%	8.06%
21	Earnings per share (Rs.)					
	Basic	0.54	0.28	(0.19)	(5.21)	(3.42)
	Diluted	0.54	0.28	(0.19)	(5.21)	(3.42)
22	Book Value per share (Rs.)	7.45	6.92	6.64	6.83	7.85
23	Total Dividend	-	-	-	-	-
24	Dividend per share (Rs.)	-	-	-	-	-

Note: The Company has received the IRDA Registration No. 134, dated November 16, 2007

Net of reinsurance

@ Net of Losses

* Yield on investment includes return on Fixed Deposits forming part of Cash and Bank Balance



34 a. Ratios

Sr. No.	Performance Ratio	Basis	Ratios as at March 31, 2015				Ratios as at March 31, 2014			
			Fire	Marine	Miscellaneous	Total	Fire	Marine	Miscellaneous	Total
1	Gross Direct Premium Growth rate *	(GDPI (CY)- GDPI(PY))/ GDPI (PY)								
a	Indian Operations		11.27%	-11.12%	36.28%	29.73%	18.64%	21.46%	-3.25%	1.14%
b	Foreign Operations		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2	Gross Direct Premium to Networth ratio	GDPI/ Networth of Current year	0.46	0.06	2.17	2.69	0.44	0.08	1.71	2.23
3	Growth rate of Networth	[(Net worth of CY – Net worth of PY)] / Net Worth - PY				7.76%				4.15%
4	Net Retention ratio *	Net Premium / (Gross Direct Premium Income + Reinsurance Accepted)								
a	Indian Operations		54.97%	40.24%	75.01%	70.77%	54.16%	28.10%	85.59%	77.23%
b	Foreign Operations		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
5	Net Commission ratio *	Net Commission / Net Written Premium								
a	Indian Operations		5.56%	-8.98%	3.15%	3.32%	1.84%	-24.28%	5.58%	4.68%
b	Foreign Operations		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
6	Expenses of Management to Gross Direct Premium Ratio	Expenses of Management / GDPI	27.75%	22.12%	32.91%	31.78%	28.58%	17.57%	37.76%	35.26%
7	Expenses of Management to Net Written Premium Ratio	Expenses of Management/ NWPI	49.25%	54.97%	43.44%	44.37%	50.33%	62.54%	43.96%	45.10%
8	Net Incurred Claims to Net Earned Premium	Net Incurred Claims / Net Earned Premium	47.64%	85.17%	78.50%	74.65%	41.56%	101.37%	77.85%	74.14%
9	Combined ratio	Net Incurred Claims divided by Net Earned Premium plus expenses of management (including net commission) divided by Net written premium								
a	Indian Operations		88.59%	111.59%	117.05%	113.37%	78.93%	112.63%	118.97%	114.36%
b	Foreign Operations		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
10	Technical Reserves to Net Premium ratio	(URR + Reserve for premium deficiency + Reserve for outstanding claims including IBNR and IBNER) / Net Premium	1.40	1.20	1.64	1.60	1.35	2.21	1.74	1.69
11	Underwriting balance ratio	(Underwriting profit/ loss)/ Net Earned premium	0.05	(0.11)	(0.21)	(0.17)	0.08	(0.15)	(0.18)	(0.15)
12	Operating profit ratio	Underwriting profit / Loss + Investment Income of policy holders' funds / Net Earned premium	20.41%	54.83%	-2.84%	0.98%	20.69%	5.51%	-5.14%	-2.22%
13	Liquid Assets to Liabilities ratio	Liquid Assets/ Policyholders liabilities				0.50				0.35
14	Net Earnings ratio	Net profit after tax / Net premium				3.74%				2.28%
15	Return on Net worth	Net profit after tax / Networth				7.20%				3.98%
16	Available Solvency Margin Ratio to Required Solvency Margin Ratio					1.86				1.91
17	NPA Ratio					-				-

* Kindly refer to the Annexure for Segment wise reporting of these ratios

Signatures to Schedules 1 to 16

For Rajendra K. Goel & Co.
Chartered Accountants

Sd/-
R. K. Goel
Partner
Membership No. 006154
Firm Reg. No.001457N

For Ramesh C. Agrawal & Co.
Chartered Accountants

Sd/-
R. C. Agrawal
Partner
Membership No. 070229
Firm Reg. No.001770C

For and on behalf of the Board of Directors

Sd/-
O. N. Singh
Executive Chairman
DIN no.00182616

Sd/-
C. R. Muralidharan
Director
DIN no.02443277

Sd/-
Taketoshi Nagaoka
Managing Director
DIN no.01657513

Sd/-
Sarvesh Agrawal
Chief Financial Officer
Membership no. 111185

Sd/-
Shilpa Mantri
Company Secretary
Membership no. A22028

Place: Mumbai
Date: May 3rd, 2015



34 b. Segment wise Ratios

Sr. No.	Performance Ratio	Basis	Ratios as at March 31, 2015		Ratios as at March 31, 2014	
			Indian Operations	Foreign Operations	Indian Operations	Foreign Operations
1	Gross Direct Premium Growth rate (Segment Wise)	(GDPI (CY)- GDPI(PY))/ GDPI (PY)				
	Fire		11.27%	0.00%	18.64%	0.00%
	Marine Cargo		-13.17%	0.00%	21.46%	0.00%
	Marine Hull		0.00%	0.00%	0.00%	0.00%
	Motor OD		14.18%	0.00%	-14.40%	0.00%
	Motor TP		0.60%	0.00%	-27.11%	0.00%
	Workmen's Compensation		5.47%	0.00%	-11.06%	0.00%
	Personal Accident		-10.29%	0.00%	37.41%	0.00%
	Health Insurance		53.10%	0.00%	55.83%	0.00%
	Liability		86.93%	0.00%	-59.78%	0.00%
	Engineering		-5.38%	0.00%	56.28%	0.00%
	Aviation		-100.00%	0.00%	281.08%	0.00%
	Trade Credit		167.00%	0.00%	-44.98%	0.00%
	Others		127.84%	0.00%	10.36%	0.00%
	Total		29.73%	0.00%	1.14%	0.00%
2	Net Retention ratio (Segment Wise)	Net Premium / (Gross Direct Premium Income + Reinsurance Accepted)				
	Fire		54.97%	0.00%	54.16%	0.00%
	Marine Cargo		41.15%	0.00%	28.10%	0.00%
	Marine Hull		1.67%	0.00%	0.00%	0.00%
	Motor OD		93.84%	0.00%	93.87%	0.00%
	Motor TP		93.99%	0.00%	94.05%	0.00%
	Workmen's Compensation		95.00%	0.00%	95.00%	0.00%
	Personal Accident		61.31%	0.00%	67.52%	0.00%
	Health Insurance		87.15%	0.00%	87.50%	0.00%
	Liability		59.83%	0.00%	61.24%	0.00%
	Engineering		28.84%	0.00%	35.04%	0.00%
	Aviation		0.00%	0.00%	12.95%	0.00%
	Trade Credit		1.01%	0.00%	13.07%	0.00%
	Others		39.23%	0.00%	72.06%	0.00%
	Total		70.77%	0.00%	77.23%	0.00%
3	Net Commission ratio (Segment Wise)	Net Commission / Net Written Premium				
	Fire		5.56%	0.00%	1.84%	0.00%
	Marine Cargo		-8.41%	0.00%	-24.28%	0.00%
	Marine Hull		-604.84%	0.00%	0.00%	0.00%
	Motor OD		5.67%	0.00%	6.35%	0.00%
	Motor TP		0.00%	0.00%	0.00%	0.00%
	Workmen's Compensation		8.91%	0.00%	8.53%	0.00%
	Personal Accident		10.56%	0.00%	10.86%	0.00%
	Health Insurance		9.10%	0.00%	9.72%	0.00%
	Liability		-0.33%	0.00%	8.21%	0.00%
	Engineering		-15.74%	0.00%	-19.19%	0.00%
	Aviation		0.00%	0.00%	-26.46%	0.00%
	Trade Credit		1511.11%	0.00%	387.83%	0.00%
	Others		-8.22%	0.00%	10.55%	0.00%
	Total		3.32%	0.00%	4.68%	0.00%



UNIVERSAL SOMPO GENERAL INSURANCE COMPANY LIMITED
IRDA Registration No. 134, dated November 16, 2007
RECEIPTS AND PAYMENTS ACCOUNT FOR THE YEAR ENDED MARCH 31, 2015

	(Rs. in '000s)	(Rs. in '000s)
	Year Ended	Year Ended
	March 31, 2015	March 31, 2014
CASH FLOW FROM OPERATING ACTIVITIES		
Premium received from policyholders, including advance receipts (including service tax)	7,687,276	5,999,315
Other receipts	32	-
Payments to re-insurers, net of commissions and claims (including service tax)	(446,983)	(45,171)
Payments to the Co-insurers, net of claims recovery	(48,753)	(34,516)
Payments of claims	(2,649,850)	(2,574,714)
Payments of commission and brokerage (including service tax)	(453,952)	(419,320)
Payments of other operating expenses	(1,760,411)	(1,287,323)
Preliminary and pre-operative expenses	-	-
Deposits, advances and staff loans	(92,609)	(15,137)
Income tax paid (net)	3,746	(82)
Service tax Paid (net)	(1,142,636)	(920,850)
Other payments	6,982	8,219
Cash flows before extraordinary items	1,102,842	710,421
Cash flows from extraordinary items	-	-
Net cash from Operating activities	1,102,842	710,421
CASH FLOW FROM INVESTING ACTIVITIES		
Purchase of fixed assets	(95,599)	(70,583)
Proceeds from sale of fixed assets	-	-
Purchases of investments	(1,381,754)	(1,135,118)
Loans disbursed	-	-
Sales of investments	-	-
Repayments received	-	-
Rents / Interests / Dividends received	947,808	636,187
Investments in money market instruments and in liquid mutual funds (net)	-	-
Expenses related to investments	-	-
Time Deposits placed with Scheduled Banks	-	-
Advances given for fixed assets	(6,362)	(12,308)
Net cash used in Investing activities	(535,907)	(581,822)
CASH FLOW FROM FINANCING ACTIVITIES		
Proceeds from issue of share capital (including share premium)	-	-
Proceeds from borrowing	-	-
Repayments of borrowing	-	-
Interest / dividends paid	-	-
Net cash from Financing activities	-	-
Effect of foreign exchange rates on cash and cash equivalents, net	-	-
Net increase in cash and cash equivalents	566,935	128,599
Cash and cash equivalents at the beginning of year	320,823	192,224
Cash and cash equivalents at the end of year	887,758	320,823

This is the Receipts and Payments Account referred to in our report of even date

For Rajendra K. Goel & Co.
Chartered Accountants

Sd/-
R. K. Goel
Partner
Membership No. 006154
Firm Reg. No.001457N

For Ramesh C. Agrawal & Co.
Chartered Accountants

Sd/-
R. C. Agrawal
Partner
Membership No. 070229
Firm Reg. No.001770C

For and on behalf of the Board of Directors

Sd/-
O. N. Singh
Executive Chairman
DIN no.00182616

Sd/-
Taketoshi Nagaoka
Managing Director
DIN no.01657513

Sd/-
C. R. Muralidharan
Director
DIN no.02443277

Sd/-
Sarvesh Agrawal
Chief Financial Officer
Membership no. 111185

Sd/-
Shilpa Mantri
Company Secretary
Membership no. A22028

Place: Mumbai
Date: May 3rd, 2015



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General Insurance Co. Ltd.**
Suraksha, Hamesha Aapke Saath

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- Dabur Investment Corp. • Sampo Japan Nipponkoa Insurance Inc.

Regd. Office: Universal Sampo General Insurance Co. Ltd.

Unit No. 401, 4th floor, Sangam Complex, 127, Andheri Kurla Road, Andheri (E), Mumbai – 400059

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