



ALL INDIA CANARA BANK RETIREES' FEDERATION (Regd.)
(Affiliated to All India Bank Retirees' Federation)
"A.K.Nayak Bhavan", 2nd Floor,
14, Second Line Beach, Chennai – 600001.

Our Ref:44:2017

July 17, 2017

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To: All Affiliates and Members

Dear Sir/Madam,

Launching of Super Top-up Mediclaim Insurance Policy for Bank Retirees designed by New India Assurance Co. Ltd in coordination with All India Bank Retirees' Federation (AIBRF)

At present, Insurance cover is available for 4 lacs to retired officers and 3 lacs to retired workmen. We have come across instances where many of the retirees had experienced that the amount of insurance cover is inadequate and need to be increased. Hence in the recent past, there is increasing demand from retirees either to increase the sum insured amount or to go in for Top-up cover when the basic sum insured is exhausted.

As part of its endeavour to advance the cause of retirees welfare, particularly on health management, our National Organisation All India Bank Retirees' Federation has been taking persistent steps in this direction. We are happy to inform you that AIBRF has tentatively reached understanding with New India Assurance Company Limited through the Insurance Broker Pragmatic to extend Top-up cover of Rs.4 lacs to retired officers and Rs.3 lacs to retired workmen on the same terms and conditions which are in the IBA Retirees' Medical Insurance Scheme with the United India Ins. Co. Ltd (Domiciliary Treatment expenses are not covered in the Top-up Scheme).

Premium to be charged will be Rs.3806/- for additional cover of Rs.4 lacs to Retired Officers and Rs.3511/- for Rs.3 lacs for additional cover to Retired Workmen inclusive of tax. Top-up will be effective from 01-11-2017.

All the Secretaries of our Affiliates are specifically requested to percolate this useful information to the retirees at the grass root level, conduct campaign meetings, if necessary and inform us unfailingly on or before 20-08-2017 total number of retired employees in their State, who are likely to opt for Top-up facility, so as to enable us to report the same to AIBRF for proceeding in the matter further to concretise the Top-up facility proposal.

Reproduced overleaf for your information is text of AIBRF's Circular with its annexures. We look forward to your moving in the matter expeditiously.

With Warm Greetings,

Yours Sincerely,

(S.V.SRINIVASAN)
GENERAL SECRETARY



ALL INDIA BANK RETIREES' FEDERATION (Regd.)

(Regn No:G 6601 under the Trade Union Act 1926)

D-1/1, Sector-C, Scheme-71,

Near Kasara Bazar School, Indore – 452 009.

Chairman

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President

Sri S.M.Deshpande
Vice President

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Sri D.P.Gupta
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Sri Anindya Basu
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Sri R.Shirambekar
Sri B.G.Raithatha
Sri Ranjit Bhattacharyya

Treasurer

Sri M.S.Chourey

Ref:2017/78

Date: 15.07.2017

The office Bearers/ Central Committee Members/ State Body Chiefs A.I.B.R.F

Dear Comrades,

Re: Launching of Super Top Medclaim Insurance Policy designed by New India Assu. Co. Ltd for Bank Retirees

As all of you are aware, Indian Banks Association had introduced Group MedClaim Insurance Policy designed by United India Insurance Company for bank retirees with effect from 1st November, 2015. The policy is in operation in the second year and next renewal of this group policy is due after about 14 weeks, on 1st November, 2017

2. We find that in the scheme of IBA there is no provision for top up facility for the retirees which is common option given to the insured by the insurance companies nowadays to meet individual needs. AIBRF had approached IBA at the time of last renewal to consider providing option of Top facility to those retirees who need it and want to go for it. We also pointed out that premium will ultimately be borne by the retiree so IBA should not have any problem in this regard and it will be good insurance business for United India Insurance Company. However, our request in this regard was not considered favourably. As all of you know, AIBRF/ Retiree representatives have not been involved at any stage in designing or implementing it by IBA despite the fact that entire cost of premium running in to crores of rupees is borne by the retirees from their pockets.

3. **We have been receiving continuous several representations from individual members/ affiliates requesting AIBRF to take initiative in launching super top up policy for bank retirees as group to take care of their future requirement to meet increasing cost of treatment due to inflation/introduction of new technology in medical science and the fact that increased insurance cover will not be easily available to the retirees subsequently at the advancing age.**

4. Considering the above genuine requirement of our membership for effective health management in coming days, AIBRF took steps to approach insurance companies to design top-up scheme for bank retiree group which is suitable to them and in conformity to the

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terms and conditions of the basic policy of United India Insurance Co. Ltd. We gave the following mandate to the broking firm to consider them and invariably include them in the final product.

a) Terms and Conditions of the Super Top policy should be 100 per cent identical to the basic policy of United India Insurance Company to make both policies as integrated product for the retirees with seamless benefits.

In other words, there should not be any age bar to join it, all deceases/ illness give in the basic policy should be included for claim, claim ratio under various heads should be similar to the basic policy.

b) There should not be any condition for medical test to join top up policy

c) It should be floater family policy to include retiree and his/ her spouse and widows of deceased retirees.

d) Premium should be affordable and reasonable.

5. We are now happy to inform you that after prolonged discussions, exchange of information/ several documents, hard negotiations with several insurance companies, we have been now able to finalise the scheme of top up policy for bank retirees with New India Assurance Company Limited. Main features of the scheme are as under:

MAIN FEATURES OF TOP UP POLICY OF NEW INDIA ASSURANCE CO.:

a) New India Insurance Company is the public sector and largest insurance player in the country.

b) Top up policy designed for bank retirees will have 100 per cent same terms and conditions and will be completely identical to the basic policy.

c) All bank retirees who are currently members of group insurance policy of United India Insurance Co. will be eligible to purchase top up insurance policy with no age bar.

d) There will be two slabs for sum insured on the lines of basic policy. It will be 3 lakhs for award staff retirees and 4 lakhs for officer staff retirees.

e) Premium for top policy will be Rs. 2975 for 3 lakhs limit and Rs.3225 for 4 lakhs limit plus applicable taxes. In other words, premium will be less than 1 per cent of some insured for top policy.

- f) Policy will cover only hospitalisation charges with 30 days pre-hospitalisation and 90 days post hospitalisation expenses on the lines of basic policy. However domiciliary benefits will not be available under top up policy.
- g) The policy will become operative from 1st November,2017 to coincide with due date for next renewal for basic policy subject to getting minimum 10000 applications with premium payment before the date .
- h) Both the policies put together will give seamless cover of Rs.6/ 8 lakhs to the retiree and spouse at the reasonable premium of about 2.15 per cent of sum insured (about 4 per cent for basic policy and 0.98 for top up policy). It will be much cheaper compared to the United India Insurance Company policy given to the retirees of SBI.**
- i) Insurance of Rs. 6/8 lakhs will take care of all future eventualities in the area of health management for senior citizens at least for next 10 years if not more without any botheration.
- j) We enclose 3 annexures giving complete details/ background of the scheme for your information/ information of members.

6. We find that some of our affiliates have entered arrangements for top up policy for the members. On-going through terms and conditions of the policy we find that there are some restrictive clauses in it like co-pay clause, restrictions on sum assured for major surgeries etc. putting the retiree in some disadvantageous position in claim settlement. In this regard proposed policy of New India Insurance Co. is superior in settlement of claim amount.

7. We now request our affiliates/ office bearers/ central committee members/ other activists to take the following steps:

- (a) Make publicity of the scheme based on enclosed documents among the primary members
- (b) Meetings can be held at local level to explain the scheme to the membership.
- (c) All affiliates are requested to send their initial estimate on the likely membership under the scheme before 30th August, 2017.
- (d) Give feedback about the scheme, if any.

8. We shall issue detailed circular about implementation of the scheme in coordination of the insurance company after some time.

With Regards,

Yours Sincerely,



(S.C.JAIN)

GENERAL SECRETARY

Dear Friends,

Sub: Excellent Opportunity for Enhanced Medical Cover at Least Premium

Season's Greetings!

Health is one of the most important things for us, especially as age catches upon us. We already have a Health Insurance cover which provides comprehensive coverage for amounts of Rs.3 lacs or Rs.4 Lacs – as applicable to our respective categories. However, there have been numerous instances where our members had to incur hospitalization expenses far in excess of the amounts currently covered by the existing Mediclaim policy and would have had to dip in their hard earned savings to meet the excess hospital bills.

In view of the apparent need and also enquiries from many of our fellow members, we have, for the past few months been exploring the options of an enhanced health insurance cover. We have taken the support of some very senior insurance professionals in this review and have now received a formal proposal for a very attractive enhanced health insurance policy specifically designed for our members needs. This proposal is from New India Assurance Company Limited, which is the largest general insurance company in the country and comes at very attractive premium cost.

SALIENT FEATURES OF THE POLICY

- Coverage is for additional Rs.3 lacs or Rs.4 lacs – depending on your existing Mediclaim cover, therefore effectively doubling your insurance coverage
- Coverage starts once you exhaust the sum insured under the existing mediclaim policy
- Coverage will be available to member and spouse only
- Premium applicable for the whole family (member+spouse)
 - Rs.2975/- plus GST = Rs.3,511.00 for Sum Insured Rs.3/- lacs for Staff
 - Rs.3225/- plus GST = Rs.3,806.00 for Sum Insured Rs. 4/-lacs for Officers
- Policy coverage is exactly the same as the current mediclaim policy
- Simple enrolment process – no medical check up needed
- All pre existing diseases are covered
- Cashless settlement available in network hospitals all over India

This is a one time opportunity to obtain a higher insurance coverage at a fraction of the premium we are paying for the basic mediclaim insurance. You are well aware that insurance companies do not readily offer health insurance

to our age group as individuals. We have made a lot of effort to make this possible and will urge all of you to subscribe to this insurance policy and have relaxed, tension free and healthy life ahead by spending small amount towards premium.

The insurance company requires a minimum group size to offer this policy and therefore an early decision on your part will be helpful.

ENROLMENT PROCESS

- Members to confirm if they will opt for the new insurance cover
- Confirmed participants to fill a short enrolment form
- Premium amount to be remitted

At this stage we need to urgently know how many members are interested to take this policy and once the minimum group size is attained, premium collection will be started.

PLEASE AVAIL OF THIS EXCELLENT OPPORTUNITY TO SECURE YOURSELVES FROM HIGH MEDICAL BILLS DUE TO HOSPITALIZATION AT PREMIUM OF LESS THAN RS.40/-OR RS.50/- PER LAKH PER PERSON PER MONTH.

Note: Details of the coverage and exclusions are attached as an annexure



13.07.2017

To,
Mr. S.C. Jain
General Secretary,
All India Bank Retirees' Federation

Dear Mr. Jain,

Super Top Up Health Insurance

Greetings from Pragmatic Insurance!

We thank you for the mandate provided for Health insurance of your Federation's members. In the past few weeks we have approached several insurance companies to discuss the Super Top Up Health Insurance cover for your group. Having done elaborate work towards this end and having examined the offers made available to us, we are now pleased to let you know that we have been successful in getting a very reasonable and competitive quote from New India Assurance Co. Ltd. for Group Super Top Up Policy for those retired bank employees who are covered under the current basic policy with United India Insurance Co. Ltd.

As you are aware, New India is the largest general insurer in the country and has a good reputation and we feel confident of their ability to service this policy. In summary:

- The proposed policy would cover Retired Bank Employees and their spouses (1+1) on family floater basis
- Terms and conditions would be exactly the same as in the base policy presently running with United India Insurance Co. Ltd.
- No pre-enrolment medical checkup is needed
- Coverage is for hospitalization (including pre and post hospitalization) only. Domiciliary treatment will not be covered
- Premium detail is as follows:
 - Premium for threshold of 3 lakhs and Top Up 3 lakhs (per family) (1+1) – Rs.2975/- plus Tax Rs.536/- = Rs.3511/-
 - Premium of threshold of 4 lakhs and top Up 4 lakhs (per family) (1+1) – Rs.3225/- plus Tax Rs.581/- = Rs.3806

(Details of the Coverage, Exclusions, Conditions and Premium highlights are attached in a separate **Annexure A.**)

While the coverage provided by New India is very wide and the premium rates quite attractive, one of the stipulations which they have put is that there need to be a minimum group size of 5,000 families.



We do not think that this is unreasonable, considering your membership base and also the type of coverage being provided to this age group.

We will now look forward for your formal acceptance of the proposal terms so that we may communicate the same to the insurer and also to start discussing the operational details.

Thank you for giving us the opportunity to serve the insurance needs of your group and offer unmatched service with the commitment to stand by you always.

Warm regards,



For Pragmatic Insurance Broking Services Ltd.



ANNEXURE A

Super Top Up Health Insurance - Coverage, Exclusions and Conditions:

Super Top Up:

1. **Super Top Up** Coverage meaning would be as below:

- A single claim or multiple claims in a policy period which exceeds the threshold Sum Insured / deductible of hospitalization claims.
- The aggregate of Covered Expenses in respect of hospitalisation/s of insured person individually or for all insured persons in the family exceeds the Threshold Level/deductible.
- The claim payable under this Policy will be the amount by which the aggregate of such Covered Expenses in respect of hospitalisations with dates of admission falling within the policy period exceeds the threshold Level/deductible per family as stated in the schedule.
- In no case the Company shall be liable to pay any sum in excess of the Sum Insured as stated in the Super Top Up Policy.

2. **Super Top Up** Cover the threshold would be in excess of hospitalisation claims only.

Domiciliary benefit amount would not be part of threshold for triggering Super Top Up Cover. Thus, if amount is inclusive of domiciliary benefits then Super Top Up Cover would trigger only after amount exceeds Rs.3,30,000/- or Rs.4,40,000/- provided this utilization is 100% of the domiciliary benefit available under the base policy since domiciliary benefit allowed is only 10% of the basic policy (Rs. 30,000/- or Rs. 40,000/-)

3. All members who would be opting for Super Top Up cover would have definite identification details as well as proof of them being retiree and only those who are part of basic policy would be forming part of Super Top Up Policy and no one else is entitled to join the scheme.

4. The basic policy or Super Top Up Policy would not allow any change of Sum Insured than as agreed for in advance which is Rs.4,00,000/- for Officer cadre and Rs.3,00,000/- for other staff members.

5. Policy also has coverage for widows of deceased employees.

6. Minimum participation is 25% of total families in base policy are compulsory to trigger the policy.



Coverage:

- ✓ Hospitalisation expenses incurred for self for any disease or illness or accident
- ✓ Hospitalisation expenses incurred for donor in respect of organ transplant
- ✓ Pre-hospitalisation expenses - 30 days
- ✓ Post-Hospitalisation expenses- 90 days
- ✓ All standard definitions as per IRDA guidelines
- ✓ AYUSH treatment covered till Sum Insured limits
- ✓ Pre-Existing disease are covered
- ✓ Day care treatment admissible for specific diseases as mentioned below even if hospitalisation is not 24 hrs.
- ✓ Adenoidectomy, Appendectomy, Ascitic/ Plural Tapping, Auroplasty not cosmetic in nature, Coronary Angiography/ Renal Coronary Angiography, Dental Surgery, D & C, Excision of cyst/granuloma/lump/tumor, Eye Surgery, Fracture including hair line fracture/dislocation, Radiotherapy, Chemotherapy including parental chemotherapy, Lithotripsy, Incision/drainage of abscess, Varicocele, Wound Suturing, FESS, Operations/ Microsurgical operations on the nose, middle ear/internal ear, tongue, mouth, face, tonsils and adenoids, salivary glands and salivary ducts, breast, skin & sub-cutaneous tissues, digestive tract, female/male sexual organs, Haemodialysis, ventral, Fissurectomy/Fistulectomy, Mastoidectomy, Hydrocele, Hysterectomy, Inguinal/ventral/umbilical/femoral hernia, Parenteral chemotherapy, Polypectomy, Septoplasty, Piles/Fistula, Prostate Surgeries, Sinusitis surgeries, Tonsillectomy, Liver aspiration, Sclerotherapy, varicose vein ligation, All scopes along with biopsies, lumbar puncture.
- ✓ Alternative therapies covered as defined if treatment taken in hospital as defined
- ✓ Ambulance charges covered upto Rs.2500/- per trip to hospital if medically advised, Taxi/Auto expenses max upto Rs.750/- per hospitalisation
- ✓ Congenital anomalies are covered
- ✓ Psychiatric diseases are covered
- ✓ Advance medical treatment like laser surgery, stem cell therapy is covered
- ✓ Treatment taken for accidental expenses covered even on OPD basis upto Sum Insured
- ✓ Taxes and Other charges are payable
- ✓ Treatment for genetic disorder and stem cell therapy are covered
- ✓ Treatment for age related disorders such as AMRD, RFQMR, EECF are covered
- ✓ Rental charges for external or durable medical equipment are covered
- ✓ Ambulatory devices are covered
- ✓ Physiotherapy charges are payable



Exclusions

- For Critical Illnesses hospitalisation medical alone is payable.
- No Expenses related to Maternity is payable
- No expenses related to for new born child is payable
- No corporate Buffer is available
- No dependent children are covered in policy
- Standard exclusion of War Invasion..etc.
- Vaccination/ Cosmetic Surgery or plastic surgery unless necessitated due to accident
- Cost of spectacles and contact lenses, hearing aids, other than intra-ocular lenses and cochlear implant
- Dental treatment or surgery in clinic and cosmetic in nature
- Rest, Cure, Obesity treatment
- AIDS
- Charges incurred only for diagnostic purpose
- Vitamins/ Tonics unless forming part of treatment
- Nuclear weapon standard exclusion
- Non medical expenses which are not covered
- Suicide or attempted suicide expenses