

Dear Mr. Jain

Thank you for your mail.

We have read the email of UBIRETIREES RAJKOT in detail. We understand the serious concern expressed for the Retirees at large.

In view of the results of the existing programme, we have been working on a solution for the retirees for some time now. This involved a detailed analysis of the programme and the results. As mentioned we are very confident of providing you with a solution which we believe will address almost all of the concerns raised by the retirees. In addition, improvements in coverage and cost will be achieved.

When we conceived and conceptualised the IBA Medical Scheme, it was with the sole objective of providing the best quality of healthcare to the bank employees and the retirees. As you are aware, it was our involvement as brokers for the scheme both for employees and retirees that we were able to achieve the broadest form of cover at a competitive price. We would like to mention that not even the employees and the Retirees of the PSU insurance companies are provided such a cover and price.

We are extremely saddened to learn from the mail that in our absence United India Insurance Co. Ltd. have increased the premium by 110% for the Non-Domiciliary and 144% for the Domiciliary policy.

Please find below a brief outline of the solution we propose. Please note that the existing coverage will be maintained and the outline only highlights improvements / value additions suggested by ourselves.

Improvements in Coverage:

- 1) A dependent handicap child is now covered under the family definition.
- 2) Cataract which was earlier limited to Rs.35,000 by United India have now been increased to the limit of Rs.60,000 per eye.
- 3) All Advance medical treatments like Cyber Knife, Robotic Surgery etc. are payable up to 50% of the sum insured.
- 4) Adjuvant, Neo Adjuvant Therapy and Immunotherapy which is most commonly given along with cancer treatments today and are currently not being paid by the insurance company, under other medical treatments are now added as a part of the day care procedures.
- 5) Dental treatment has been included up to Rs.5,000 for Root Canal treatment at a Dental Clinic.

Sum Insured:

We have suggested one uniform Sum Insured of Rs 4 lakhs, irrespective of the grade of the retiree. As suggested by you, retirees should be given an option for different Sum Insured from One lakh to five lakhs to be selected by the retirees. However we would kindly point out that although there may be slight reduction in premium which may not be in proportion to the Sum Insured. The coverage would be inadequate because of the age of the retirees, as besides the Sum Insured all expenses including the room rent covered under the policy would be reduced proportionately for the coverages of 1 lakh and 2 lakhs. We therefore propose that even if a choice is to be given, the option should be from three lakhs to five lakhs.

Premium:

We have proposed a substantial reduction in the premium rate by thirty percent on domiciliary and seven and a half percent for without domiciliary covers on the current premium rates.

Domiciliary Treatment:

We have given two options of coverage i.e. with domiciliary and without domiciliary. Domiciliary will be covered only up to 10% of the Sum Insured and the Buffer will not be available for the same.

Personal Accident:

We have included a Personal Accident cover of Rupees one lakh for all members under the Retiree Policy.

Special Additional Coverage – 100 crore Buffer:

We have also structured a 100 Crores Buffer for a group of five lakh families. The amount payable to any family will be up to the Sum Insured i.e. persons opting for a 3 lac cover will get 3 lac additional buffer and so on. Domiciliary treatments shall not be paid out of buffer.

Kindly note that we have achieved all the above for a minimum of five lakh retirees being enrolled in the programme.

To enable us to present to you with a formal proposal incorporating the above and including the premium, we request for a mandate letter from Confederation of Bank Retirees as per the IRDA regulation (copy of sample letter enclosed).

Please note that by issuing such mandate letter to KMD, from the Confederation of Bank Pensioners and Retirees Organisation, you will not be required to pay any fees, cost, etc. to KMD. Hence we request you to issue the mandate urgently so that we may present to you a formal proposal.

With warm regards,

Maneck H. Dastur.

+919820044153

K. M. Dastur Reinsurance Brokers Pvt. Ltd.