



FEDERATION OF INDIAN PILOTS

Dear FIP Members,

To cater to the health insurance requirements for FIP members and their dependents, we have been successfully running the exclusive group medical insurance since 2015. This covers member pilots, their **parents/parents-in-law**, spouse/partner, children and siblings.

The policy can be renewed by the FIP members and their family **irrespective of the pilot's employment status or flying license status after enrollment into the policy**. It even continues for the pilots' spouse and nominees after his / her untimely demise – should such unfortunate situation occur.

For the year 2023-24, we have negotiated the most competitive terms with **Reliance General Insurance Co Ltd.** with the help of **Marsh India Insurance Brokers Pvt. Ltd.**

In the 2022 – 23 Policy, **1545 FIP members** enrolled into the policy including their family members covering **6,420 lives**. The claim ratio for full year is projected at **137%**.

When F.I.P. approached insurance companies through various brokers, not many were interested to quote for this year's policy. The committee received quotes from Oriental Insurance, National Insurance, ICICI Lombard, Universal Sompo with an increase of **60% to 80%** premium due to the high claim ratio.

As the current annual rate of medical inflation in India is touching **15%**, insurers were not ready to reduce their rates. They insisted on claim control measures to be incorporated in our policy to quote competitive rates. After multiple rounds of negotiation and constant persuasion, we have been able to get the lowest quote from Reliance General Insurance Company, our current insurer for the last 5 years,

The premium outgo for year 23-24 for pilot member including all dependents has increased by approx. 30% over last year rates.

Below are the changes in Ailment capping for 2023-24. All other terms and conditions and room rent remains the same as last year.

Ailment Capping for 2023-24
Cataract -50,000 per eye
Maternity- 75,000 for normal delivery and 1 lac for C-section
Heart related disease (Excluding Heart Transplant) - 5 Lacs

The Committee also considered the support provided by the Team of Reliance TPA on **24 x 7 basis** with the help of their dedicated Customer Relation Manager, **Mr. Vinod Manchekar, who has been appreciated by several members.**



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The policy has been renewed with effect from renewal date of 3rd April 2023, for all members already enrolled in the policy from last year, to avail uninterrupted cover. The enrollment window to pay your renewal premium shall start from 10th April 2023. All members are requested to log in to FIP website and complete their enrollment/payment for 2023-24 to avail the benefit.

To ensure continuity of the GMC benefit in long-term, we need to maximize the enrollment and have more members enroll under the policy.

In case if you wish to compare any policy in the market, with the **FIP exclusive product**, you may route your queries to:

1. Mr. Vinod Manchekar – Reliance – (M) + 91 7304590383
2. Ms. Preeti Nagda – Marsh – (M) + 91 9920219886

In case of any query regarding FIP policy coverage or claim process etc., please contact office or below mentioned numbers:

1. Mr. Thomas Colaco – Sr. Manager – F.I.P.: (M) + 91 8169164840
2. Ms. Stella Naronha – Manager F.I.P.: (M) + 91 9930408642
3. Mr. Raghu Sharma – Accountant F.I.P.: (M) + 91 9221022532

TO RENEW/ENROL FOR GMC 2023 - 2024 CLICK ON THE LINK BELOW:

www.fipindia.com/gmc/gmstart.asp

Happy Landing !!

Warm Regards.

Managing Committee FIP