

## **CHAPTER – I**

### **1. INTRODUCTION**

#### **1.1 Background of the Study**

Premium an insurance premium is the actual amount of money charged by insurance companies for active coverage. An insurance premium for the same service can vary widely among insurance providers, which is why experts strongly recommend getting several quotes before committing to an insurance policy. Insurance agent or brokers will take your basic information and calculate an insurance premium estimate based on your answers and other factors. The lowest quoted price on an insurance premium may be the better bargain, but the level of coverage may also be lower.

The cost of an insurance premium is largely based on statistics, not necessarily on individual habits or history. A 22 year old male seeking car insurance for a sports car can often anticipate a higher insurance premium than a 45 year old woman driving a mid-size sedan. Both may have excellent driving records, but the insurance company considers a younger driver in a faster car to be more at risk for accidents. Therefore, the insurance premium quotes will be noticeably different. In general, a more expensive or faster car will cost more to insure.

An insurance premium is generally collected in monthly or semi-yearly payments. If the policy holder fails to make a scheduled payment, the insurance company can choose to cancel the policy entirely. This is often referred to as a 'lapsed policy'. Either the customer will pay the balance of the insurance premium and become reinstated or the policy will become null and void. Because the billing cycle can be lengthy, it is not unusual for policy holders to forget to make a payment before the policy lapses.

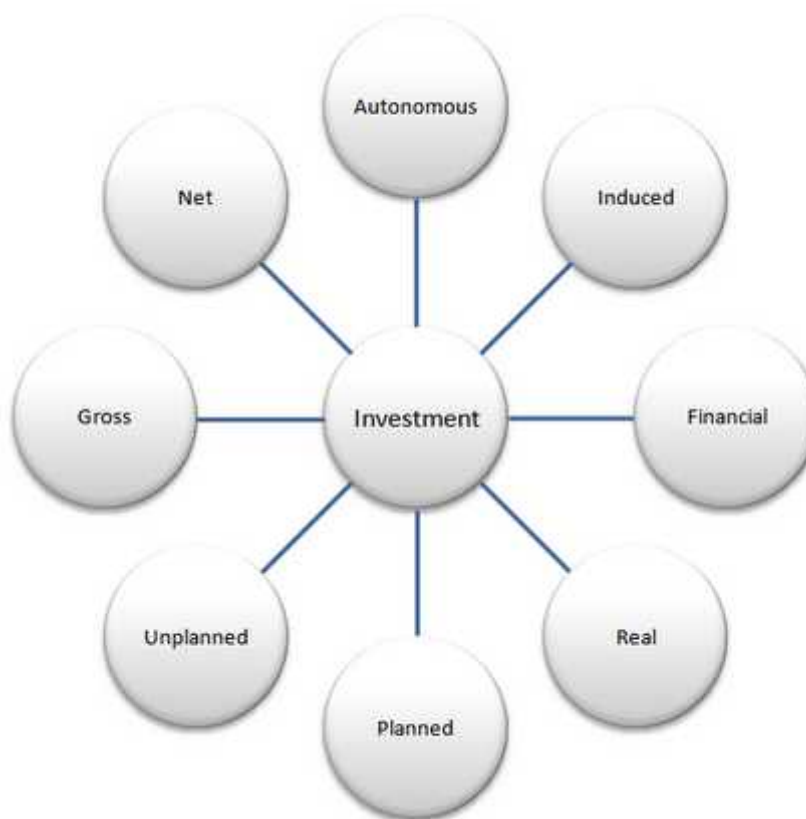
Investment has different meanings in finance and economics. Finance investment is putting money into something with the expectation of gain that

upon thorough analysis has a high degree of security for the principal amount, as well as security of return, within an expected period of time. Investment is related to saving or deferring consumption. Investment is involved in many areas of the economy such as business management and finance whether for households, firms, or governments.

### **Types of Investment**

Different types or kinds of investment are discussed in the following points.

**Chart: 1.1**



*Source: [www. http://kalyan-city.blogspot.com](http://kalyan-city.blogspot.com)*

### **Autonomous Investment**

Investment which does not change with the changes in income level, is called as Autonomous or Government Investment.

Autonomous Investment remains constant irrespective of income level. Which means even if the income is low, the autonomous, Investment remains the same. It refers to the investment made on houses, roads, public buildings and other parts of Infrastructure. The Government normally makes such a type of investment.

### **Induced Investment**

Investment which changes with the changes in the income level, is called as Induced Investment.

Induced Investment is positively related to the income level. That is, at high levels of income entrepreneurs are induced to invest more and vice-versa. At a high level of income, Consumption expenditure increases this leads to an increase in investment of capital goods, in order to produce more consumer goods.

### **Financial Investment**

Investment made in buying financial instruments such as new shares, bonds, securities, etc. is considered as a Financial Investment.

However, the money used for purchasing existing financial instruments such as old bonds, old shares, etc., cannot be considered as financial investment. It is a mere transfer of a financial asset from one individual to another. In financial investment, money invested for buying of new shares and bonds as well as debentures have a positive impact on employment level, production and economic growth.

### **Real Investment**

Investment made in new plant and equipment, construction of public utilities like schools, roads and railways, etc., is considered as Real Investment.

Real investment in new machine tools, plant and equipments purchased factory buildings, etc. increases employment, production and economic growth of the nation. Thus real investment has a direct impact on employment generation, economic growth, etc.

### **Planned Investment**

Investment made with a plan in several sectors of the economy with specific objectives is called as Planned or Intended Investment.

Planned Investment can also be called as Intended Investment because an investor while making investment makes a concrete plan of his investment.

### **Unplanned Investment**

Investment done without any planning is called as an Unplanned or Unintended Investment.

In unplanned type of investment, investors make investment randomly without making any concrete plans. Hence it can also be called as Unintended Investment. Under this type of investment, the investor may not consider the specific objectives while making an investment decision.

### **Gross Investment**

Gross Investment means the total amount of money spent for creation of new capital assets like Plant and Machinery, Factory Building, etc. It is the total expenditure made on new capital assets in a period.

### **Net Investment**

Net Investment is Gross Investment less (minus) Capital Consumption (Depreciation) during a period of time, usually a year.

It must be noted that a part of the investment is meant for depreciation of the capital asset or for replacing a worn-out capital asset. Hence it must be deducted to arrive at net investment.

Return can be expressed as a percentage and is calculated by adding the income and the change in value and then dividing by the initial principal or investment amount. You can find the annualized return by dividing the percentage return by the number of years you have held the investment.

For example, if you bought a stock that paid no dividends at RS.25 a share and sold it for RS.30 a share, your return would be RS.5. If you bought on January 3, and sold it the following January 4, that would be a 20% annual percentage return, or the RS.5 return divided by your RS.25 investment.

But if you held the stock for five years before selling for RS.30 a share, your annualized return would be 4%, because the 20% gain is divided by five years rather than one year.

Percentage return and annual percentage return allow you to compare the return provided by different investments or investments you have held for different periods of time.

Nepalese investment industry while providing the sources of different kind of financing for their own benefits.

In the context of Nepalese insurance companies, they provide various insurance policies and charge premium under insured risk and nature. Insurance companies collect fund from various clients/people and organization as premium of insurance policies. So, all the insurance Companies are responsible for their clients' interests. This study looks and analyzes the premium collection, investment pattern and returns' of Nepal Life Insurance Company Limited.

## **1.2 Focus of the Study**

This study “Procedures of Premium Collection, Investment Pattern and Returns of Nepal Life Insurance Co. Ltd.” focus on the premium collection, investment position and returns. Premium collection and investment is the major function of all insurance companies. All insurance companies collect funds and use the collected fund in desired sectors by which they can maximize their profit. Investment is one of the major parts of all financial institutions. All financial companies invest their funds to the highest profit earning areas.

Premium collection and investment are the major tasks of insurance companies. So success and failure of insurance company depends upon their tasks. More premium collection means more income and more investment means more return.

An asset or item that is purchased with the hope that it will generate income or appreciate in the future. In an economic sense, an investment is the purchase of goods that are not consumed today but are used in the future to create wealth. In finance, an investment is a monetary asset purchased with the idea that the asset will provide income in the future or appreciate and be sold at a higher price.

Investment will be the use of resources, particularly the financial resources with the aim of producing again weathered in the form of future income or appreciation in the value of resources or sometimes both of them too.

Insurance companies are financial institutions operating for profit motive. It collects funds in the form of premium collection and invests in different sectors. Its investment portfolios are regulated by the insurance board of Nepal (Beema Samitee), under the rules and regulation. Every insurance must invest its 75% of investable fund declared as "compulsory sectors" and rest 25% in other sectors.

The field of investment the insurers are classified among these fields for the purpose of the study.

- a. Compulsory Sector
  - i. Government Securities
  - ii. Bank Fixed Deposits (commercial and developments banks)
- b. Optional Sector
  - i. Corporate securities
  - ii. Fixed Deposits (finance companies)
  - iii. Loan to policy holders, staff and others

Financial statements of the respective insurers for early years of the study period cannot be collected. So, the financial statement available in the respective annual reports of the “Insurance Committee” is assumed as authentic source, because all financial institutions and investment require working capital and certain current assets to run and operate their organizations. So, most of the financial organizations collect these types of required fund through the return of these investments.

We know insurance company is also one kind of the financial institution. It is also involved in financial activities. Insurance company collects fund as premium and make investment. Premium means a certain charged amount, which is paid by the insured to the insurer for bearing risk and uncertainty. Premiums are of two types: Net Premium and Gross Premium. The two premiums are further sub divided into two parts. They are single premium and level premium usually; such investment policy aims at arriving to the optimized or agreed mix of risk return from the investment.

### **1.3 Statement of the Problem**

Insurance companies collect money from public in the form of insurance premium and return the money (with bonus) after sometime. The company

should be invested in appropriate form in the field that gives the good return. Thus, premium collection and investment decisions are very important management decision because many factors affect these decisions.

Nepalese insurance companies are the successful public enterprises of Nepal which are still running in the insurance business without bearing any losses from the date of establishment till now? Investors and businessman are involved in insurance business subsequently. Twenty five insurance companies are established and operate their service and activities.

Nepal Life Insurance Co. Ltd. 'NLIC' was incorporated in 21st Baisakh 2058, under the Nepal Company Act 2053 BS. and Insurance Act 2049 BS. of Nepal. It is operating successfully from the date of establishment to now, but it has been facing the various difficulties relating to premium collection, investment and returns.

Insurers more than 70% of the assets are always included within the head “Investment and loans”. Hence, investment will be major part of their whole functioning. From investment aspect, the insurance industry performs as financial institutions.

The insurer's performance as financial institution will be guided by their investment policies and its implementation. While considering the investment policy and its implementation, the falling fundamental problems arise:-

- a. What are the premium collection, investment position and returns of NLIC and how far it is appropriate?
- b. Maintaining the desired composition of investment portfolios. which suits best according to the line of primary business?
- c. What is the return from the composition of investment?



The insurers always come across with these problems. To be successful in their functioning as financial institutions, the insurers need to tackle with above mentioned problems to achieve success.

Investment portfolios are regulated by the insurance board of Nepal (Beema Samiti) under the rules and regulations. Every insurance must invest their 75% of investable fund declared as compulsory sectors and rest 25% in other sectors. NLIC co. ltd. has invested life insurance fund in sectors like bank fixed deposits, government securities, policy loan, bank current account etc.

The company is also suffering from the weak liquidity position. The current liability is always higher than current asset due to increase in the dues to reinsurers, outstanding claims and other expenses. The research study is conducted to give appropriate suggestion in order to overcome the above difficulties and problems.

#### **1.4 Objective of the Study**

The basic objective of the study is to analyze the position of NLIC co. ltd. where the premium collection, investment pattern and evaluation of the return. Its objectives can be stated as follows.

- a. To identify the situation of the company in terms of premium collection.
- b. To study the trend of premium collection, investment pattern and return of NLIC co. ltd.
- c. To analyze the policy of company for premium collection, investment and returns to compete in the competitive market.

#### **1.5 Significance of the Study**

Generally death is definitely occurred but life is full of uncertainty. Therefore Life insurance is necessary to get rid from the uncertainty and risk. It provides benefits to not only insurer but to investor, policyholder, shareholders, banker, researcher and student too. The insurer will accumulate a larger portion of

fund, which they can invest against a definite return and same will be the investment for them and they can remove the uncertainty during the insurance period. The surplus between incoming return and outgoing return whether in capital gain form or in normal gain form will be a major portion of the profitability for insurer.

Similarly, the investment of an insurer will be the ultimate liability because it comes either from the owners or the policy holders. The investment form of the insurer will create on increase the productivity of the borrowers, whether they are individual, business organization or government. It helps to policyholder to analyze the insurance market and possibility of further expansion. The amount collected by insurance company can be saved in bank which amount can be invested in income generating sectors for the profitability. These kinds of study helps to understand the scenario of premium collection, investment portfolio and other activities to the researcher and it will be core information to them which will be add matters to their research. The insurance education in this age for the student is very necessary because it helps them to know not only the bearing of uncertainty of the life but to know its financial activities and its effects to the economy.

Premium collection and investment are the vital activities of insurance companies. As the topic of the study, "Procedures of Premium Collection, Investment Pattern and Returns of NLIC Co. Ltd." deals with the problems regarding these important tasks of the company. The study is significant to the management of the company to take the right decision regarding the premium collection and investment. Research will also be benefited to research about the NLIC co. ltd.

## **1.6 Limitations of the Study**

The study aims at findings the fact and the trend or the pattern of the investment and premium collection within the Nepalese insurance industry.

Therefore the scope is limited within the insurance company operating. The limitations of this study are:-

- a. The study is based on secondary data collected by Nepal Life Insurance Co. Ltd., Insurance Board (Beema Samittee) and Nepal stock exchange. Researchers are based on secondary and primary data as needed.
- b. This study comprises only five years periods of data (062/63, 063/64, 064/065, 065/66 and 066/67) and conclusion drawn from it.
- c. This study covers only the area of premium collection, investment and returns.
- d. The cumulative data of investment are used in the study.
- e. This study implies to NLIC not for other insurance companies.

### **1.7 Organization of the Study**

The whole study is based on the secondary data collected by concerned insurance company, Beema Samitte, NEPSE and others relevant sources. Here, the study is computed by utilizing many analytical tools by separating in following five chapters

#### **a. Introduction**

The first chapter contains as introductory frame work of the study, where insurance companies remain as financial institutions and objectives, limitation and scope of the study. It also includes the methodology used throughout the research work, including research design, source of data, population and sampling and data collection and analysis techniques.

#### **b. Review of Literature**

It deals the review of literature. It contained conceptual meaning, evaluations, types, other related topic and review of related studies as well as company profile too.

**c. Research Methodology**

It contained research design, sources of data, data analysis tools and technique limitation of the study etc.

**d. Data Presentation and Analysis**

In this chapter data of the study are presented and these data are analyzed by separating different parts. Base on this analysis of data, major finding of the study are confined.

**e. Findings, Conclusions and Recommendations:**

This chapter includes findings in aggregate conclusions drawn through the findings and the probable suggestions and solutions as ‘recommendations’ enlightened through the study. This chapter will also offer several avenues for future research in the field.

## **CHAPTE – II**

### **2. REVIEW OF LITERATURE**

#### **2.1 Meaning of Insurance**

Insurance has been introduced as a safeguard of the people from uncertainty of the future by providing certainty of payment at a given contingency. Insurance companies mean the enterprises that are involved in insurance business. Insurance companies are integrated part of the same business.

Insurance can be explained as a social device to accumulate funds to meet the uncertain losses raised from the risk. For the economic growth of the country, insurance provides strong hand and minds, protections against loss of property and adequate capital to produce more wealth.

Risk is the basic of insurance. Risk occurs because of the variation in outcomes or results. Insurance emphasizes the variable results of financial losses uncertainty rather than certainty, unpredictability rather than predictability, not knowing rather than knowing characterizes risk.

It is quite hard to define insurance to satisfy every view point of insurance. “Insurance may be defined as a system of combining many loss exposures, with the costs of the losses being shared by all the participants. (Crane, Frderick G., 1995).

“As a business institution, insurance has been defined as a plan by which large number of the people associate themselves and transfer to the shoulder of all risk that attach to an individual’s”. Thus, we come to know the insurance as a device, which minimizes or black the risk through economic aspect. (Magee, John H., 1959)

Insurance may be defined as a contract between two parties whereby one party (the insurer) agrees to protect the other party (the insured) against a loss (which may arise or may not) when it takes place through the risk insured (in case of property) or pay a fixed amount on the happening of a certain event (death or expiry of the term) in exchange of fixed sum premium. (Panda, G.S. 1985).

Insurance contract are loss-sharing agreement made to reduce the financial burden of loss arising from specific kinds of exposures operation of the insurance business requires the use of many specialists to draft contracts, determine underwriting standards and establish premium rates. Persons skilled in investment analysis are also needed. (Mehr, 1986).

Insurance cannot stop an event to happen. But the loss to the individual will be reduced. Society will get a replacement of the asset, which is lost or damage.

The word insurance sometimes is applied to meet certain losses as well as to a simple transfer of risk. Insurance distribute the cost of the risk over a large group of individuals subjected to the some risk in order to reimburse the few who actually suffer from the risk Thus, we come to know insurance as a device, which issue to minimize or block the risk through economic aspect.

### **2.1.1 Evolution of Insurance**

The terms of insurance developed through the faith of co-operation. The origin of insurance is lost in antiquity. However, there is no evidence that insurance in its present form was practiced prior to the twelfth century.

The earliest traces of insurance in the ancient world are found in the form of marine trade loans or carriers contract, which included an element of insurance. Evidence shows that the marine insurance is the oldest form of the insurance.

Travelers on the sea and land were very much exposable to the risk of losing their vessels and merchandise because the piracy on the open seas and highway robbery of caravans was very common. Besides, there were several risks. The cooperative devices were quite voluntary in the beginning, but now in modern age it has been converted into modified shape of premium. The Brugians sold the marine policies of the present forms in the beginning of fourteenth century, but the insurance development was not to the lombards and to the Hansa merchants, it spread throughout Spain, Portugal, France, Holland and England. After marine insurance; Fire insurance developed in its present form. It was originated in Germany in the beginning of the sixteen century. It got momentum in England after the great fire in 1666 when the fire losses were tremendous. Gradually all the types of insurance were developed in this form.

### **2.1.2 Types of Insurance**

There are different types of insurance however insurance has been classified into two groups for study. Insurance may be private or governmental. Private insurance can be divided into life and health insurance and property and liability insurance. Government insurance can be divided into social insurance and all other government insurance. So private and public insurance can be classified as follows:

#### **i. Private Insurance**

- a. Life and Health Insurance
- b. Property and Liability Insurance

#### **ii. Government Insurance**

- a. Social Insurance
- b. Other Govt. Insurance Programs

#### **i. Private Insurance**

##### **a. Life and Health Insurance**

Life Insurance companies take responsibility to provide financial security after the death of insured and they try to avoid possible future risks. Thus, insurance

companies provide benefits for funeral expenses, medical bills, estate taxes and other expenses as a result of death.

**b. Property and Liability Insurance**

- i) Fire Insurance:** - It is the contract of indemnity. An insured gives fixed premium to insurance companies instead of premium given by insured within the time of insurance. Insurance companies take responsibility of providing compensation if insured's property is damaged. Fire insurance covers the loss or damage to real estate and personal property because of fire lightening or removal from the premises. Indirect losses also can be covered, including the loss of profits and rents and the extra expenses incurred as a result of a loss from the interruption of business.
- ii) Marine Insurance:** - The marine insurance is the oldest form of modern insurance. The marine insurance policy will be written to provide the security against peril of sea. Marine policy will provide the assurance/insurance not only against the natural disaster, but also against inland transit loss, which is arising in the way to seller and buyer and protection against loading and unloading also. The modern insurance developed from marine insurance.
- iii) Casualty Insurance:** - This insurance too is contract of indemnification. In casualty insurance insured provides fixed premium to insurer. Casualty insurance is a broad field of insurance which covers whatever is not covered by fire, marine and life insurance. It has been divided into followings groups.

  - Auto Insurance
  - General liability insurance
  - Burglary and theft insurance
  - Workers compensation insurance



- Glass insurance
- Nuclear insurance
- Crop hail insurance
- Other miscellaneous insurance
  - Title insurance
  - Credit insurance

**iv) Multiple Line Insurance:** - Multiple line insurance agrees to provide indemnification to insured whose property has been damaged. So, it combines both property and casualty coverage's into one contract. For e.g. a home owner's policy also covers fire insurance and liability insurance.

**v) Fidelity and Surety Bonds:-** Fidelity bonds provide protection against loss caused by the dishonest or fraudulent acts of employees, such as embezzlement and theft of money. Surety bonds provide for monetary compensation in cause of failure by bonded persons to perform certain acts, such as the failure of a contractor to construct a building on time.

## **ii. Government Insurance**

Government insurance can be classified into social insurance and other government social insurance program which are given below:

**a. Social Insurance:-** This insurance was firstly started in Britain, and then slowly it was developed in other countries. In modern time, social insurance has great contribution in the field of insurance. The main aim of social insurance is to serve the society. Social insurance programs provide protection against risk resulting from financial losses. Social insurance is utilized for workers who work in factories. Social programs

are financed by both sided insurer and insured compulsorily. Most social insurance programs are compulsory and employers are encouraged to finance legally and they participant in programs. There are different types of social insurance programs which are explained below:-

- i) Old-age, survivors and disability insurance
- ii) Medicare insurance
- iii) Unemployment insurance
- iv) Workers compensation insurance
- v) Compulsory temporary disability insurance
- vi) Railroad retirement act
- vii) Railroad unemployment insurance act.

**b. Other Government Insurance Programs:-** These insurance programs are present into both federal and state level according to construction of government. In federal employment retirement system, the civil service retirement system, various life insurance programs for veterans, pension termination insurance, insurance on checking and saving accounts in commercial banks and federal flood insurance, federal crop insurance and numerous other programs are included.

### **2.1.3 Importance of Insurance**

The role of insurance is great to bring our world in this stage. It has contributed a lot for the development of business and industrial revolution. The insurance principle has been frequently applicable and useful in modern affairs. As such, insurance is the main element which helps to minimize the risk of loss in business activities, individual activities and in social activities and the necessity of insurance can be studied under the following headings:

## **i. Uses to an Individual**

### **a) Insurance provides security and safety**

The insurance provides safety and security against the loss on a particular event. In case of life insurance payment is made when death occurs or the term of insurance is expired. The insurance provides safety and security against the loss of earning at death or in old age, against the loss at fire, against the loss or damage, destruction or disappearance of property, goods, furniture and machines etc.

### **b) Insurance affords peace of mind.**

Insurance affords peace of mind .The security banishes fear and uncertainty, fire, wisdom, automobile accident damage and death are almost beyond the control of human agency and in occurrence of any of their event may frustrate or weaken the human mind. By means of insurance, however, much of the uncertainty that centers about the wish for security and its attainment may be eliminated.

### **c) Insurance protects mortgaged property**

When the owner of the mortgaged property is dead, the property is taken over by the lender of money and the family will be deprived of the uses of the property. Insurance is the solution for this problem. Mortgagee also wishes to get the property insured because at the damage or destruction of the property he will lose his right to get the loan repaid.

### **d) Insurance eliminates dependency.**

At the death of the husband or father, the destruction of family need no elaboration Similarly, the destruction of property and goods the family would suffer a lot living standard of the family would be low and suffering may to any extent of begging from the relatives, neighbors or friends. The insurance is here to assist them and provide adequate amount at the time of suffering.

**e) Life Insurance encourages saving.**

Life insurance encourage saving. Once the person is life insured, he has to pay certain premium for the specified period. Systematic saving is possible because regular premiums are required to be compulsorily paid.

**f) Life insurance fulfils the needs of a person**

Life Insurance fulfills the needs of a person as family needs, old age needs, re-adjustment needs, special needs and the clean-up needs.

**ii) Uses to Business**

**a) Uncertainty of business losses is reduced**

In a business, with a slight slackness or negligence, the property may be turned into ashes. The accident may be fatal not only to the individual or property but to the third party also. New construction and new establishment are possible only with the help of insurance. Without insurance, uncertainty will be in the maximum level and nobody would like to invest a huge amount in the business or industry. So, insurance plays important role in the development of business and its activities.

**b) Business-efficiency is increased with insurance**

Insurance makes the owner free from botheration of losses. This helps them to devote much time to the business. As business man devotes much time to the business, business efficiency will increase.

**c) Enhancement of Credit**

The business company can obtain loan by pledging the policy as collateral for the loan. The insured persons are getting more loans due to certainty of payment at their death. So insurance is very much useful to the business.

#### **d) Business Continuation**

The property insurance of the business protects the property of the business. It protects against disasters and the chance of disclosure of the business due to tremendous wasted of loss.

#### **e) Welfare of Employee**

The business should be very much useful for the welfare of employees. The employer has to look after the welfare of the employee which can be provision for early death provision for disability and provision for old age. There requirements are easily met by the life insurance, accident and sickness benefit and pension which are generally provided by group insurance.

#### **iii) Use to the Society**

##### **a) Wealth of the society is protected.**

The loss of a particular wealth can be protected with the insurance. Life insurance provides loss of human wealth. The loss of damage of property at fire, accident, etc. can be well indemnified by the property insurance, cattle, crop, profit and machines are also protected against their accidental and economic losses. With the advancement of the society, the wealth or the property of the society attracts more hazardous and so new types of insurance are also invented to protect them against the possible losses. Each and every member will have financial security against old age, death, damage, destruction and disappearance of his wealth including the life wealth. The happiness and prosperity are observed everywhere with the help of insurance.

##### **b) Economic growth of the country**

Development of insurance in the country is the sign of economic growth of the country. Insurance provides strong hand and mind for the economic growth of the country. As the protection is given by the insurance, it stimulated more

production in agriculture, in industry, the factory premises, machines, boilers and profit insurances provide more confidence to start and operated the industry.

### **c) Reduction in Inflation**

The insurance reduces the inflationary in two ways. First, by extracting money in supply to the amount of premium collected and secondly, by providing sufficient funds for product narrow down the inflationary gap.

#### **2.1.4 Nepalese Context**

In our society, the concept of insurance can be traced down to the *Guthi* systems and joint family culture that has been prevalent since the ancient times. These systems have provided security and assistance to individuals and families in time of need.

With the development of trade, commerce and industry, the necessity of insurance in our country was felt long ago. But there was no evidence of any organized form of insurance in Nepal until 1947 A.D.

In 1948 A.D. (2004 B.S) the first Nepalese Insurance company, Nepal Mal Chalani Ra Beema Company Limited was established by Nepal Bank Limited, The 'National Fire Insurance Company' of Calcutta is the first insurance company to open branch in Kathmandu in 1958, to contract fire insurance business in Nepal. (Adhikari, Devendra. 2000).

With the development of trade and industry, establishment of Nepal Rastra Bank (Central Bank), Nepal Bank Ltd. (Commercial Bank), Rastriya Banijya Bank (Commercial Bank), Agricultural Development Bank, Co-operative Bank, Nepal industrial development corporation, numerous other companies and corporations, the need of fire insurance in Nepal is growing in a manifold

way. To meet ever growing needs of fire insurance Indian branches such as “Ruby”, “Oriental”, “Sterling General” and “Hindustan General” and the domestic insurance company “ Insurance and Transport Company” and “Rastriya Beema Sansthan” are transacting fire insurance business.

Rastriya Beema Sansthan was establishment on 15 December 1968. The company was established as a private company with an authorized capital of Rs.1 Crore and capital issued was Rs.25 lacs under the Nepal Company Act, 2021. The Company started its business by insuring late king Mahendra’s car. A year later, the company started operating with same name but under National insurance corporation Act, 2025. On Feb. 21, 1973, Five years after establishment life insurance was introduced.

After the instruction of Insurance Act, 1992 the number of private insurance companies come into existence. There are nine life insurance and seventeen non life insurance companies in Nepal, now they are as follows:-

**Table No. 2.1**

**Name of Life Insurance Company Ltd. in Nepal.**

<b>S.N.</b>	<b>Name</b>	<b>Address</b>	<b>Est. Date</b>
1.	Rastriya Beema Sansthan	Ramshahpath	2024/09/01
2.	Nepal Life Insurance Co. Ltd	Kamaladi	2058/01/21
3.	National Life Insurance Co. Ltd.	Kantipath	2044/09/24
4.	Life Insurance Corporation (Nepal) Ltd.	Kamaladi	2058/01/12
5.	Americal Life Insurance Company Ltd. (ALICO)	Pulchowk	2058
6.	Asian Life Insurance Company Ltd	Putalisadak	2064/11
7.	Surya Life Insurance Company Ltd	Gairidhara	2064/12
8.	Gurans Life Insurance Company Ltd	Lalcolony marg	2064/12
9.	Prime Life Insurance Company Ltd	Hattisar	2065/01

<b>Table No. 2.2</b>			
<b>Name of Non Life Insurance Company Ltd. in Nepal.</b>			
<b>S.N.</b>	<b>Name</b>	<b>Address</b>	<b>Est. Date</b>
1.	Rastriya Beema Sansthan	Ramshahpath	2024/09/01
2.	Nepal Insurance Company Ltd.	Kamaladi	2004/08/08
3.	National Insurance Company Ltd.	Tripureshwor	2030/09/17
4.	Himalayan General Insurance Company Ltd.	Babarmahal	2050/08/16
5.	United Insurance Company Ltd.	Durbarmarg	2050/08/16
6.	Premier Insurance Company Ltd.	Tripureshwor	2051/01/29
7.	Everest Insurance Company Ltd.	Hattisar	2051/04/07
8.	Neco Insurance Company Ltd.	Hattisar	2053/02/17
9.	Sagarmatha Insurance Company Ltd.	Kamaladi	2053/04/02
10.	Alliance Insurance Company Ltd.	Durbarmarg	2053/04/17
11.	NB Insurance Company Ltd.	Kamaladi	2057/10/19
12.	Prudential Insurance Company Ltd.	Putalisadak	2059/03/06
13.	Shikhar Insurance Company Ltd.	New Baneshwor	2061/07/26
14.	Lumbini General Insurance Company Ltd.	Thamel	2062/04/02
15.	NLG Insurance Company Ltd.	Lazimpat	2062/12
16.	Sidhartha Insurance Company Ltd.	Tripureshowr	2063/01/01
17.	Oriental Insurance Company Ltd.	Kantipath	2024/05/30

*Source: Insurance Board report, FY 2065/66*

### **2.1.5 Types of Insurance Company Ltd.**

Insurance can be broadly classified into two groups, general or non life insurance and life insurance. The subject matters to be compensated by insured under general insurance are properties except life. All the insurance companies provided certainty against the risk. When they can be defined in the generic concept, it will take the form like social insurance and private insurance.

“If any person, related to his life, pays a certain amount on the basis of his living age on the installment basis, in two case of the death of his wished



person or himself to give the certain amount to his business related to the contract is called life insurance business”. Insurance Act, 2049.

There is no substitute of life insurance. It provides financial protection to people. Life insurance provides required amount to the insured during his/her retired life. It provides additional amount to the insured in case of death by accident to the family member of the insured. Life insurance provides various facilities to the people. Loans can be taken by pledging life insurance policy in the insurance company Income tax concession can be obtained through life insurance policy. In Nepal, 5% of the addition income is exempt from income tax.

### **Kinds of Insurance from risk point of view:-**

#### **Personal Insurance**

- Life Insurance
- Personal Accident Insurance
- Health Insurance

#### **Property Insurance**

- Marine Insurance
- Fire Insurance
- Automobile Insurance
- Cattle Insurance
- Crop Insurance
- Machinery Insurance
- Theft Insurance

#### **Liability Insurance**

- Third Party Insurance
- Employee Insurance
- Motor Insurance
- Re-insurance Insurance

#### **Fidelity Insurance**

- Fiduciary Insurance
- Credit Insurance
- Privilege Insurance

### **Life Insurance**

Insurance provides protection against a wide variety of risk. However, life insurance provides sum of amount against the various risks relating to the human being body through issuing different policies. Life insurance is a financial instrument for providing post death resources to support survivors or pay obligations of the estate of the deceased.

Nepal Insurance Act 2049 (Section 2.1) has defined life insurance as the contract of insurance, effected on human life on the basis of age to pay a fixed sum to the assured or his nominee, on death or on the happening of any contingency, depended on human life in consideration of payment of a fixed installment premium by the assured insurance companies provided the life insurance under various policies.

Life insurance is particularly, concerned with that aspect of human life. Since, the insurance of assurance of a person's life is impossible because of the certainty of death of a person once born; life insurance only provided assurance against the economic aspects of human life, not the assurance against the life, itself. Life insurance provides future unseen future accident and it helps to the life comfort in retirement life. Life insurance never fulfill losses of human life, it measures in amount of various risk and provides sum of amount in accordance to policy. Life insurance plays a vital role in the society.

Life Insurance can be defined as a contract. In this one party provides certain payments to another party after his/her death or fixed time is over against the partial and full paid amount called premium. Life insurance is not being a contract, without basic principles specific conditions and principles are

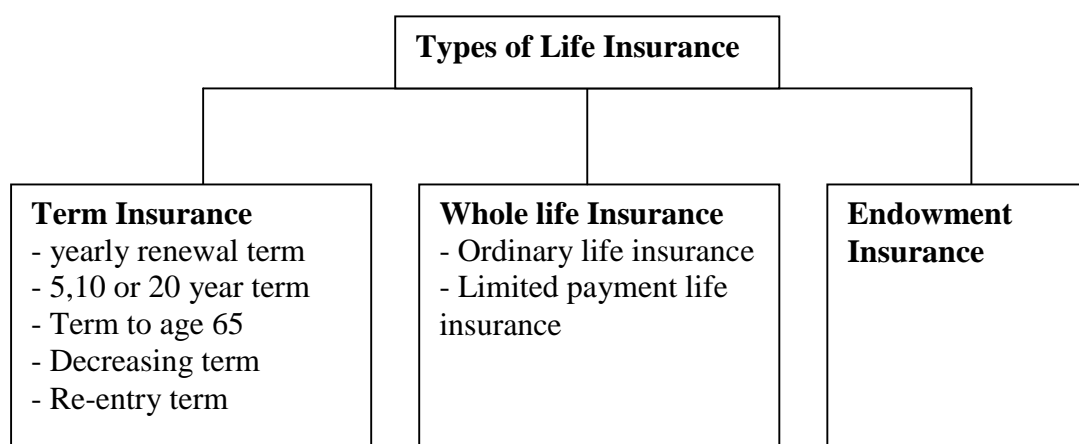
contained for specific contract. Thus utmost good faith and insurable interest both should be included in life insurance contract. If both are not included that life insurance cannot be a contract.

### **Life Insurance Contractual Provisions**

Life insurance is a contract between insurer and insured. There are different clauses or provision in an insurance contract, on which both side should agree and sign upon it to made a valid contract. They are called contractual provisions. The major contractual provisions or clauses are; ownership clause, entire contract clause, incontestable clause, suicide clause, grace period, change of plan provision, misstatement of age or sex clause and premiums payment.

### **Types of Life Insurance**

Life Insurance policies can be classified as either term life insurance.



Among these insurance policies, endowment life insurance is most popular in the context of Nepal. It is one of the insurance policies, which are issued by all the life insurance companies of Nepal. Under this policy, the premium to be paid by the insured is fixed on the basis of the health condition, age and other criteria. If the insured dies with in the time period mention in the policy, the company pays sum assured mentioned in the policy to legal heir, if the insured remains alive until the maturity of policy insured himself gets the sum assured

and the bonus earned during the time. The endowment life insurance policy can be divided into various type which are as follows:-

- i) Ordinary endowment policy
- ii) Pure endowment policy
- iii) Double endowment policy
- iv) Anticipated endowment policy
- v) Deferred endowment policy

### **2.1.6 Legislation Relating to Insurance in Nepal**

Law is necessary in every field. Law makes the things controlled. Every business is directed and controlled by the legislation and regulation. The insurance toll is governed by the Insurance Act 2049 B.S. (1992 A.D.).The Rastriya Beema Sansthan and other more than 17 insurance companies from the private sectors are running. The Rastriya Beema Sansthan is governed by Rastriya Beema Sansthan Act 2025 B.S. and Insurance Act 2049 B.S. (1992 A.D.). The private insurance companies are run by the company Act 2053(1996 A.D.), Contract Act 2056 B.S. (1999 A.D.), Insurance Act 2049(1992 A.D.) and the rules 2049 B.S. (1992 A.D.).The Insurance companies should also follow their own memorandum, article of association and memorandum of understanding. They should obey the policy, instruction and the circulars issued by the Insurance Board from time to time. (Bhandari, Basu 2004).

The legislation and regulation related with the insurance activities in Nepal are as follows.

1. Insurance Act 2049(1992) with amendment
2. Rastriya Beema Sansthan Act 2025(1968)
3. Insurance Rules 2049 (1992) with amendment.
4. Company Act 2053 (1996)

## 5. Contract Act 2056 (1999)

**The main features of the insurance Act and Rules of Nepal are as follows.**

### **1. Provision of the Insurance Board**

Insurance Board is an organized supervisory body of government to regulate insurance business in the country. It is formed under the insurance Act 2049 B.S. (1992A.D.) Section 3, of the Insurance Act 2049(1992), mention in details about the members of the Board. The board is formed to manage, to regulate, to develop and to control insurance board.

- a). A person appointed or designated by Nepal Government ..... Chairman.
- b). Representative, Ministry of law, Justice and Parliamentary Affairs.....Member.
- c). Representative, Ministry of Finance .....Member.
- d). A person nominated by NG from among persons specializing in Insurance Business.....Member.
- e). A person nominated by NG from among insurers.....Member.

The employee designated by the Board shall function as it secretary. The Board may, if it so seems appropriate, invites any local or foreign expert to attend its meetings in the capacity of an observer. The nominated members of the Board shall have a term of four years. They may be re-nominated for not more than two terms after the expiry of their term. The head office of the board shall be located in the Kathmandu Valley. (Bhandari, Basu. 2004).

## **2. Insurance Board is an autonomous body**

Insurance Board (Beema Samitte) is an autonomous body as it is formed under the insurance act 2049 B.S. (1992A.D.). Such provision is made in section 4 of the Insurance Act 2049 B.S. (1992A.D.).The board may acquire, sell or otherwise dispose of movable or immovable property like an individual. It can sue and be sued too. It has its own name seal.

## **3. Specific function, Duties and power of the Insurance Board**

The functions, duties and power of the insurance board are specified by the section 8 of the insurance Act 2049(1992). Similarly, in the section 9, there is a provision that the insurance board can form the sub-committee according to needs to operate its function continuously.

The functions, duties and powers of the board are as follows:

- a) To offer necessary suggestion to HMG to formulate policies for systematizing, regularizing, developing and controlling the insurance business.
- b) To formulate policies and fix priority sectors for investing the insurance proceeds.
- c) To register and renew (the certificate of) insurers, insurance agents, surveyors or brokers, and cancel such registration, or make arrangement for doing so.
- d) To mediate in disputes between the insurer and the insured.
- e) To justify on complaints filed by the insured against the insurer in regard to the assessment of the insurance liability.
- f) To issue necessary directives to the insurers from time to time in regard to the insurance business.
- g) To formulate necessary criteria for protecting the interest of the insured.

- h) Make arrangement for performing other necessary functions related to the insurance business.

#### **4. Provision about the Registration, Renewal and the cancel of the Registration of the Insurer.**

In section 10, of the insurance act 2049 B.S. (1992 A.D.), there is the provision of the registration of the insurer and in section 11 of the same act, there is provision of the renewal of the registration of the insurer. Similarly, in section 12, there is provision that the registration of the insurer can be cancelled in certain conditions. According to the Insurance Act 2049 (1992), without obtaining a license no one shall engage in the insurance business. Any local or foreign corporate body desirous of carrying out insurance business as an insurer should give an application form with the prescribed fees and the necessary documents. While checking under this cut it is right to give its notice to the insurer. There is provision to the effect that every last day of the month of chaitra of every year the insurer should give the application for the renewal of his registration with the prescribed fees and in the prescribed form to the office of the board. In section 13, of the insurance Act, 2049(1992), also it has been provided for the Board can cancel the registration of the insurer on a certain conditions, (Bhandari, Basu 2004).

#### **5. Provision of the payment of the insurance claim after the cancellation of the insurer.**

In case any insurer is dissolved as a result of the cancellation of its registration under section 13, the concerned insurer must refund the amount received by it on the course of insurance to the policy holder and institutions within time to time the procedure prescribed by the board. In the case of life insurance business, along with a bonus as prescribed by the board, while in the case of

non life insurance business, it shall refund the principal amount prescribed by the board on a proportionate basis.

#### **6. Provision to keep the separate fund and separate account for the separate Insurance business.**

If any insurance is involved in more than one insurance business, it should maintain clearly separate account for each insurance business. The insurer should keep the separate fund for deposit the amount received from the business to the related fund. There is a provision it can't borne the liability from the fund maintained for one business to another business.

#### **7. Provision to pay the premium before the risk taken**

The risk is taken by the insurer only after the premium is received. In some special condition, if there is practical difficulty to pay the whole sole amount, fixing the period to pay the rest of the amount, there is legal provision, not to restrict for issuing the insurance policy with the guarantee of the Nepal Government or the Bank.

#### **8. Provision made about the reinsurance**

There is no reinsurance company in Nepal yet. There is provision in the act for establishing Reinsurance Company. Under section 28 of the act the insurer by taking the risk that it is supposed to take, should do the reinsurance as the insurance board fixed for the rest of the risk, (Bhandari, Basu 2004).

#### **9. Provision for the Registration Renewal and cancellation of the Insurance Agent**

Provision are made regarding registration of the insurance agent in the section 30 of the insurance Act 2049(1992), qualification of the insurance agent is made in section 32 and there is the provision for the cancellation of the license



of the insurance agent in section 33. The person, who wants to act as an insurance agent with the approval letter or recommendation letter of the related insurer, should give the application to the office of the insurance board. After receiving the application, with the necessary charge (fee), the board gives the license to the applicant. If it is found any reason not to give the license the board should give the notice about the related applicant. Similarly, the license should be renewed by the end of chaitra of every year with the renewal charge as the provision of the section 31. If it is not renewed there is provision for the cancellation of the license.

#### **10. Provision for the Registration, Renewal and cancellation of the Insurance Surveyor**

There are provision for the registration of the license in the section 30, qualification in 32 and cancellation of the license in the section 33 of the insurance act 2049 (1992). The person, who wants to work as an insurance surveyors with the written approval, should give the application to the office of the insurance board. After the application received, the insurance board checks up the document with the application and if correct, there is provision to give him/her the license of the insurance surveyors by taking the necessary fees as fixed by the Board. If the board not concludes to give the license notice should be given to the related person. The license should be renewed every year the end of chaitra as the provision of section 31. If the license is not renewed there is provision to cancel the license in section 33(c) of the insurance act 2049 (1992).

#### **11. The provision to get the insured amount by the designee**

Under the section 38(1) of the insurance Act 2049(1992), in case any life insurance policy holder dies before the expiry of the term of his policy the amount mentioned in such policy shall be paid to the person designated by him

therein. In case he has not designated any person, or in case the designee has already died, payment shall be made to any of his surviving related dependents as following in the following order:

- a) Husband or Wife
- b) Unmarried sons and daughters (equal shares)
- c) Parents
- d) Married sons in equal shares
- e) Sons and daughters of the deceased son, in equal shares.
- f) Widowed wife or son.
- g) Unmarried brothers in equal shares.
- h) Unmarried sisters in equal shares.
- i) Grandfather and grandmother on the father side.

**12. Provision for the classification of the under subject to the act of rules, the insurance business to be under taken; by an insurer shall be classified into the following categories.**

- a. Life insurance business
- b. General Insurance business
- c. Reinsurance business

Under the life insurance business, an insurer may undertake the following insurance business:

- a. whole life insurance
- b. Endowment life insurance
- c. Term life insurance

Under the general insurance business, an insurer may undertake the following insurance business.

- a. Fire insurance
- b. Motor insurance
- c. Marine insurance
- d. Engineering and contractors risk insurance
- e. Aviation insurance

### **13. Provision for Insurance Rate Advisory Committee.**

For the purpose of offering necessary advice and suggestion to the board in determining insurance rates of insurance business, HMG shall form an Insurance rates Advisory committee comprising the following members.

- a. Chairman, Insurance Board .....Chairman.
- b. Three persons nominated by HMG from among the chief of insurers .....Members.
- c. Secretary, Insurance Board .....Member secretary.

The working procedures relating to the meeting of the advisory committee shall be as determined by the committee itself, and the functions, duties and powers of the Advisory committee shall be as prescribed, (Bhandari, Basu. 2004).

### **14. Legal Provision for the appeal**

According to the section 37 of the insurance act 2049 (1992), there is a legal provision that if a person or an organized institution is not satisfied with the decision of the insurance board, the related person, a institution can appeal to the related court within 35 day of the decision made. This provision is really very important. The person can get entry to the court under this provision.

## **15. Provision made for the appointment of liquidator**

Under the section 18 of the insurance act 2049(1992), in case an insurer is dissolved as a result of the cancellation of its registration under section 13, HMG may appoint a liquidator. The functions, duties and powers of the liquidator appointed shall be equivalent to those of a government liquidator under the company act, (Bhandari, Basu. 2004).

### **2.1.7 Premium Collection**

#### **Premium**

Premium is the certain amount of payment which is paid by the insured to the insurer for bearing uncertain risk, peril or hazards. The management and ownership are very important factor while risks are evaluated for the purpose of rate making. General, the insurer charges higher premium for higher riskier insurance and lower premium for less riskier insurance policy. Different insurance companies or insurer may charge different premium to insured under their objective and goal with accordance to the policies, risk and uncertainty.

The main source of funds is the premium collected by the insurers. The premium may be single premium; level premium or considerations. Exceeding of this premium over the needed premium for meeting claims and expenses is the sources of fund.

#### **Types of Premium**

We can find various premiums to pay insurer according to the policy. But the premium is fundamentally of two types which are Net premium and gross premium. Net premium is calculated considering mortality and interest rate. Therefore, the death rate of a person and interest directly affects on the premium amount to calculate under net premium method.

“The net premium is based on the mortality and interest rates where as the gross premium depends upon the mortality rate, the assumed interest rate, expenses and the bonus loading. To make the calculation of the premium amount easier, the two premiums are further sub divided into two parts. (Mishra, M.N. 1997).

### **i) Single Premium**

According to single premium system the amount of premium is not divided into installment. The insured oblige to pay all premium amounts in one time. It makes difficulties to insured because of paying heavy amount in one time. This premium is received by the insurer in a lump sum and is exactly adequate, along with the return earned thereon, to pay the amount of claim whenever it arises whether at death or at maturity or even at surrender.

### **Calculation of Net Single Premium**

Before calculating the premium amount under single premium, Single premium is one types of premium but it may differ under different policies. The premium calculated process might be affected by different factors. So insurer should consider and analyze those factors, this may affect the insurance system and policies. There are certain variables which are to be assumed at a level for calculation and alterations in premium, calculation are made at later stage according to the change in the variables. The following factors are assumed while calculating the net single premium.

- Premiums are collected in advance or in the beginning of the period.
- All collections are immediately invested and will remain invested until money is need for the payments of claims.
- The interest or dividend or any return of the invested fund is immediately invested for re-earning.

- Mortality rate will be the same as given in the mortality table and will be uniformly distributed throughout the year.

Only these assumptions may not be adequately practicable, but they are taken for making calculation easy. So, insurer need to consider above mentioned factors while calculating premium under net single premium method.

## **ii) Level Premium**

Level premium is paid periodically in installment. The level premium may be yearly, half-yearly, quarterly and monthly. Life insurance is usually issued on a level premium basis, which means that the same premium is charged throughout the life of the contract. Usually, the level premium is suitable for the life insurance policies and for the purpose of limited income able person. So, the level premium ideas are considered one of the most basic advances ever made in the development of life insurance. With this concept, it becomes possible to issue policies for long run period until whole life contracts are made a regular part of the business. Actuaries using refined mortality statistics could calculate exactly how much had to be charged during the early years of the contract in order to make up for the rising mortality costs of the later years.

Level premium is easily converted by the net single premium. Hence, the single premium of a given policy can be easily converted into level premium by establishing relation between net level premium and net single premium the present value of all net level premium is equal to the net single premium.

Insurer can calculate the level premium by establishing ratio between level premium and net single premium.

## **2.1.8 Investment**

Generally, the investment depends upon principle of investment. All financial institution and intermediaries invest their collected fund under investment

principles and policies. However, investment policy reformed and developed from the principal of investment directly affects the investment policy.

An investment is commitment of funds made in the expectation of some positive rate of return. It is a commitment of money that is expected to generate additional money. It includes the purchase of real and financial assets. Real assets are tangible material such as building, land etc, and financial assets are pieces of paper, which represent an indirect claim on real assets managed by someone else. Real assets have generally less liquidity than financial assets.

“Investment is sacrifices of current rupees for future rupees” (by Kiran Thapa). Where, Sacrifice takes place in present and it is certain but the reward comes later and uncertain.

Investment is the sacrifice of certain present value for the uncertain future reward. There are basically three concepts on investments.

Economic Investment: - That is an economist’s definition of investment.

- a) Investment is a general or extended sense, which is used by “the man of The street.”
- b) “The sense in which it is going to be very much interest, namely Financial Investment”

Investment operations are important to business operation. Insurers are required to generate reserves for claims that might arise. It is essential that insurance companies invest these funds rationally with the combined objectives of liquidity, maximization of yield & safety. Return on investment form life insurance funds influence to a large extent. It has to be ensured that the insurer must at all times maintain a prescribed minimum level of solvency as a

protection to the policy holders. In view of public interest, investment of insurance fund is regulated.

Many countries do not have regulation to guide such investment, but they do have provision setting out minimum level of assets and securities for the purpose of determining solvency level of insurance companies. The provision of the Insurance Act governs the pattern of investment.

Accordingly, its composition or percentage of share may vary according to time to time or amendment by laws depending upon the situation of the economy. Majority of investment is made in government and other approved securities, while investment are also made in the form of loans to government organization, loans to its policy holders and fixed deposit with approved banks. The ratio is specified according to the decision of board of Act of the company of by laws.

The term “Investment” is used differently in economics and in finance. Economists refer to a real investment (such as a machine or a house), while financial economists refer to a financial asset, such as, money that is put into a bank or the market, which may then be used to buy a real asset.

The investment decision is one of the fundamental decisions of business management: managers determine the assets that the business enterprise obtains. These assets may be physical (such as buildings or machinery), intangible (such as patents, software, goodwill), or financial. The manager must assess whether the net present value of the investment to the enterprise is positive; the net present value is calculated using the enterprises marginal cost of capital.



General investment means to flow cash in different sectors at profit motive. Investment in its broadest sense means the sacrifice of certain present value for future value.

Financial management is the combination of the activities such as acquisition of fund from different sources, allocation of the fund in the respective area and utilization of the fund in an efficient way to ensure the achievement of basic objectives of maximizing the shareholder's wealth. Financial management is interchangeably used with the term business finance, managerial finance and corporate office.

Investment means the sacrifice of current Rupees and resources for the sake of future Rupees of money and other resources that are expected to generate additional money and resources in the future. Such a commitment takes place in the present and is certain to occur but the reward comes in the future and always remains uncertain. Therefore, every investment entails some degree of risk.

Experts define the terms of investment from economic viewpoint that "Investment as a productive process by means of which additional are made to capital equipments."

Insurer has responsibility to pay certain indemnity and balance fund at a certain specific time is held with the accident or loss. Therefore insurer basic function is not only premium collection but also investment of collected fund. Hence while calculating premium. It has been assumed that the accumulated premiums and funds are invested to earn at least assumed rate of interest. The needs of investment of funds are given here in brief.

- Operating management expenses;
- Payments of death claim, maturity with bonus;

- To avoid financial deficit;
- To collect the funds;
- To give contribute to the national economy.

The funds with the insurers are accumulated from the various sources, which are explained in these forms.

- Premium
- Interest
- Capital gain
- Saving in expenses
- Non payments of claim.

Though the insurer has advantages of investing above mentioned sources of fund, but they cannot invest all the collected cash (fund) in profitable investment. Insurance or an insurer must mobilize its collected premium and other funds to profitable, secured and business sector. So, that it can earn a handsome profit secured and can be converted into cash whenever needed.

Regarding the insurer investment policy and selection criteria, these will be the factors to be considered or simply we can mention following basic principle to be followed while investing the insurance fund.

- Safety and security
- Profitability
- Diversification
- Liquidity
- Marketability

The supervisory authority required insurers to comply with standards on investment activities. These standards include requirements on investment

policy, asset mix, valuation, diversification, asset, and liability matching and risk management.

Insurers must manage their investments in a sound and prudent manner. An investment portfolio carries a range of investment related risks that might affect the coverage of technical provisions and the solvency margin. Insurers need to identify, measure, report and control the main risks.

The international insurer investment strategies are potentially complex because very often they need to manage and match assets and liabilities in a number of currencies and different markets. In addition, the need for liquidity resulting from potential large scale payments may further complicate an insurer's investment strategies.

The supervisory authority ensures that standards are established for insurers in managing their investment portfolios and inherent risks. The supervisory authority needs to have both the authority and ability to assess these risks and their potential impact, technical provisions and solvency. However, the detailed formulation of an insurer's investment management policy and internal risk control methodology is the responsibility of the board of directors.

To attain the attractive and maintain able goodwill, the insurer needs to make balance in their transactions. So they collect reasonable and premium and pay the reasonable indemnity with accordance to the written policy. To transact all function of insurance company is they need certain fund. The main sources of insurance companies or insurer followed all the mentioned above investment principle and policies.

### **2.1.9 The Principles of Investment**

The cannons of investment are safety, profitability, liquidity, diversification and increasing of life business. Regarding the insurers business investment policy will be the outcomes of various principle and other affecting matters along with the basic principles of investment that need to be followed because the investment policy is formulated under regarding the principle of investment while investment policy needed to be formed, the investors need to consider many factors. Usually these are the factors to be considered in investment planning decisions, security of principle, suitability of income and rate of return marketability and liquidity.

#### **i) Safety and Security**

It is a primary and a basic principle of the investment policy. The insurer should never invest its funds in these securities which are subject to too much depreciation and fluctuations because a little difference may cause great loss. Therefore, insurers perhaps invest their funds in fixed deposits and treasury bills of NRB. The collected premium is a liability for an insurer; therefore they are always conscious on security and safety of the investment. “The security of the investment depends upon the legal claims of the lenders and value of the underlying security but also upon the borrower’s ability to manage his affairs efficiently and his willingness as well as ability to repay”. (Life insurance companies as financial institution, 1969: 60)

#### **ii) Profitability**

An insurance company can maximize its value of wealth and collection of fund through maximization of return on their investment. So, they must invest their fund where they can gain maximum profit. The investment so should be made in such securities, which yield the highest return consistent with the principle of safety. The insurer can reduce his future premiums by earnings higher interest and thus, will be able to increase his business. Therefore, the principle of profitability is important for insurer investment.

### **iii) Diversification**

Diversification of investment helps to sustain loss according to the law of average because if securities of a company derived, there may be appreciation in the securities of other companies. In this way the loss can be recovered and the company may be able to earn more profit. The diversification provides maximum security with high yield. Under diversification the laws of average reduce the losses to minimum.

### **iv) Liquidity**

The principle of liquidity is important for the insurance investment. Insurer has no information about when they need to pay the claim of their client. So, any one unseen time there will be the requirement of fund. Thus, the insurer has needed to invest under the principle of liquidity. Liquidity means convertibility of investment into cash without undue loss of capital. The principle of liquidity is against the principle of profitability because the idle cash will earn nothing and invested cash will have no liquidity.

### **v) Marketability**

Marketability is an important principle of investment policy. The principle of marketability suggests the insurer to invest in that sector where easy possibility of cash convertibility exists. Therefore, the convertibility or marketability principal must match with other principle as well as with the line of insurance business and the nature of the required fund.

## **2.1.10 Investment Sector of Life Insurance Companies**

A business might invest with the goal of making profit. These are called marketable securities or passive investment. It might also invest with the goal of controlling or influencing the operation of the second company, the investee. These are called inter-corporate, long- term and strategic investments. Hence, a company can have none, some or total control over the investee's strategic,

operating, investing and financing decisions. There are various alternatives of investment for insurance companies, which are as below:

#### **a) Equity Securities**

An equity security consists of the long- term fund provided by the firm's owners, the stockholders. In other words, equity capital included common stock, paid in capital (or share premium), reserve and surplus, position in a company. The holders of common stock called shareholders or stockholders are the legal owners of the company. Common stock is the recipient of the residual income of the corporation through the right to vote, holders of common stock have legal control of the corporation. An element of risk is also involved in equity securities due to its low priority of claims at liquidation. Common stockholders have limited liability. Common equity to total assets ratio is an indicator of the degree by which the amounts realized on the liquidation may decline from stated book values before creditors suffer losses.

Unlike sole proprietorships and partnership firms, only corporation can issue common stock. Joint Stock Company cannot be establishing with in equity financing. “In Nepal the promoters must hold at least one share for the incorporation of joint stock Company in accordance with company act 2053”.

#### **b) Preferred Stock**

Preferred stock represents the long- term source of financing under which the stockholders are entitled to get fixed amount of dividend out of the earning of the company after payment of debenture interest and tax. Preferred stock, also called as preference share, a hybrid form of long term financing with combined features of both common stock and long term debenture. So there is no unanimous practice about the treatment of preferred stock. However, it is said

to be equity from legal point of view since the company is not obliged to pay dividends on preference shares.

### **c) Long Term Debt Securities**

Long term debt securities mature after more than one year. It is traded in the capital market. Long- term debt is one of the major long- term sources of financing. The big firms can raise fund by selling long- term bonds/debentures in the open market. But long- term loan may be suitable for both small and big firm. Long term debt consists of Government Securities, bond and debentures issued by other companies. A firm employs substantial amount of debt capital because of tax deductibility of interest payment, flexibility and lower effective cost. However excess amount of debt exposes high risk.

### **d) Short Term Debt Securities**

Short term debt is that type of debt which matures within one year or less. They are traded in the money market. It is used to support a large portion of the firm/s current assets such as cash, marketable securities, inventories etc. short term debt consists of negotiable certificated of deposit, commercial paper, bankers acceptance, trade credit, short term bank credit (line of credit, revolving credit arrangement, transaction loan) and Treasury bills. Investor must be careful while making decision about short- term financing. They are particularly concerned with sources of short- term financing, cost of financing and advantage and disadvantage of sources while choosing best alternative for a given set of conditions.

### **e) Real Assets**

Real assets are non- financial assets. It consists of precious metals, real estate and collectibles. Precious metals include gold, silver, platinum and other metals in the form of coins, bullion. Collectibles include diamond, prints, coins,

stamps etc. Its market is individual dealer. Real estate includes single and multifamily residences, land and commercial property.

#### **f) Mutual Funds**

Investment companies that sell shares of common stock that represent an ownership interest in a portfolio of domestic and or foreign securities. It is traded in over the counter market and direct transaction with individual funds.

#### **g) Fixed Deposit Account**

Bank deposit with finite maturity period is Fixed Deposit Account. Fixed deposit amount in bank and financial institution is another alternative of investment of insurance companies. Perhaps the most popular fixed income investment in the world of investment is saving in bank.. Commercial banks are the main institutions. Demand deposit, standard saving deposit, certificate of deposit is the types of deposit account. All type of deposit account gives fixed interest income to its depositor form the bank.

#### **2.1.11 Life Insurance and Investment Policy**

Life insurance is a main source of collection of the funds. It can collect large amount of fund, so insurer needs policy to invest these funds. “The chide objective in the management of the funds of life insurance companies, is to have adequate funds with which to meet claims, which includes not only the death, disabilities and annuity payments called for policies but also the demand for the cash surrender value by person canceling their policies or for loans secured by the cash surrender value. This aspect of insurance business desires the investment policy why because the fund of life insurance is liability for an insurer. Therefore, insurer has responsibility to invest profitable sector and securely also (Dowry and Douglas, 1950).



Life insurance business is a long period coverage insurance business. An insurer can mobilize the collected premium fund of life insurance in long term. Insurer returns the life insurance under different policy which is perhaps a nature of long period or whole life policy, endowment policy etc.

## **2.2 Review of Related Studies**

Various experts, authorities and graduate students have conducted a number of researches relating the insurance business. Among them only few are related with the investment aspect of the insurer and insurer business. Although there are many research conducted in insurance field we cannot find the work in aspect of premium collection and investment pattern. Therefore this may be the first attempt on this subject matter.

### **2.2.1 Review of Books & Journals**

David L Bickelhaupt (1983) has stated about the general legal requirement of insurance, as the rights and obligation of the parties to an insurance agreement are determined largely by reference to the general laws, which govern contracts. The agreement by which insurance is effected to contract in which the insurer in consideration of the payment of a specified sum by the insured agrees to make good losses suffered through the happening of a designated unfavorable contingency. The insurance contract need not be in writing, but as a matter of business practice such agreements ordinarily written. Even social insurance, such as workers compensation are written, through the terms appear in a state law rather than in private agreements. (Mark R.Greene and Oscar N. Serbein,)

The life insurance companies have proved to be a highly efficient means of channeling capital funds into those areas of the national economy, and into those uses, in which market demands have been strongest. They have responded quickly and imaginatively to the changing capital requirements of the American economy.

John H. Magee (1958) outlined about the life insurance as the insurance seeks to the financial uncertainties arising from the natural contingencies old-age and death and to bring about a comparable certainty in the case of possible misfortunes injure and sickness. The fundamental function of the life insurance business then is to furnish protection against the financial demands occasioned by disability, old age and death (Magee, John H. 1959).

Insurance contributes to society by favorable affecting the apportionment of the factors of production, engaging in loss prevention activities, identifying losses, serving as a basis of the credit structure, eliminating worry and providing a channel for investing funds.

### **2.2.2 Review of Thesis**

A study conducted by Narendra Dev Adhikari, (2000) Insurance industry in Nepal. **“A Study on investment policies and practices.”** Thesis research work is basically concerned to find what are the main policies used to invest the collecting premium of insurance industries. There are many objectives of Mr. Adhikari’s study but some major objectives are as follows:

- a. To examine the trend and pattern of investment toward different portfolio.
- b. To evaluate the investment return.
- c. To analysis the insurance perception or views regarding the investment policy, current regularity provision and the investment performance.

In this study, Mr. Adhikari has pointed out various findings and recommends action. Mr. Adhikari uses different financial and statistical tools like ratio analysis, cash flow, co-relation, standard deviation etc. main findings and recommendation of Mr. Adhikari’s study are as follows:

- All insurance companies have invested their fund on NRB bonds and Fixed Deposit as directives or guidelines provided by Beema Samittee.

- Net investment income of the life insurance and the industry was around three fourth  $3/4^{\text{th}}$ ) and non-life insurance industry have  $2/5^{\text{th}}$ ) of the net premium collection.

The relationship between Mr. Adhikari's study and this study is that both study focus on investment. Investment policies and position are related in each other because investment position will be sound, good or bad according to investment policies.

A thesis submitted by Shailendra Shrestha, (2002) "A study on premium collection and investment position of National Life and General Insurance Company Limited." The main objective of this study was to find out the position of National Life and General Insurance Co. Ltd. in the insurance industry of Nepal.

The specific objectives of this study were as follows:

- a. To study the trend of premium collection and investment pattern of NLGI.
- b. To compare the trend of premium collection and investment of NLGI with other insurance companies.
- c. To find out the present position of NLGI in market.
- d. To provide suggestion based on the finding of the analysis of the management of NLGI.
- e. Mr. Shrestha uses different financial and statistical tools like ratio analysis, trend analysis, co-efficient of correlation, mean standard deviation and 'T' test etc. The major findings of Mr. Shrestha are as follows:
  - a. Premium collection on first premium to total premium collection of life insurance is rising and falling trend. There was inconsistency in first premium collection.

- b. Life premium collection to total premium collection was in increasing trend. The least contribution was 23.06% in 1994/95 and highest contribution was 51.3% in 2000/01.
- c. Investment on different sectors were also fluctuating trend and major portion on life investment went to bank fixed deposit it contributed 88.23% in highest and 69.71% in lowest.
- d. Among these the premium collection in non-life has also in increasing trend.

In this study, Mr. Shrestha has some recommended to management for following points.

- The company should collect more life insurance premium firstly and issue new policies.
- The company should diversify its life investment and increase investment in policy loans.
- The company should establish research and development department and increase the efficiency of employees.

A thesis submitted by Anil Shrestha, (2008), "A study on premium collection & investment pattern of NLGI Co. Ltd." The primary objective of the study was too analyzed and evaluates the financial performance of NLGI Co. Ltd. Its objectives can be stated as follows;

- a. To observe the situation of the company in terms of premium collection.
- b. To analyze the policy of company to compete in the marketing competitive.
- c. To study the trend of premium collection and investment pattern of NLGI co. ltd. and recommendation on the basis of findings.

Mr. Shrestha used secondary data's only to evaluate the financial performance. He uses the last 5 years data since 057/58 to 061/62. Mr. Shrestha uses various

financial tools used to accomplish the objectives. Main findings of this thesis are as follows:

- The company's ratio on first life premium to total life premium collection ratio are in fluctuate trend, and the renewal premium ratio showed the satisfactory result against the premium collection was increased.
- Under the supervision by Insurance Board of Nepal, NLGI has always invested more than 75% of its investable life fund on compulsory sectors. NLGI has bank fixed deposits as the first priority followed by government saving bonds. Bank fixed deposits contribute more than 70% of investment and rest given as priority. The company has also increased the volume of policy loans, short term investment and others etc. as required.
- The total claim to net premium ratio in fiscal year 061/62 to be 3.23%, it shows that the death claim was little inconsistency in claims paid.
- The investment and income have been increasing year by year. In fiscal year 061/62, 1.57% interest earned from investment showed the inconsistency of its return.

The company should collect more renewal premium and issue new policy. Premium collection of both life and non life insurance shows growing trend of the business of the study period.

The company should diversify its life investment and increases investment in policy loans.

The company should establish research and development department against new policies, marketing and increase the efficiency of employees.

This study is completely related with Mr. Shrestha's because both studies are about premium collection and investment position. All data are used by NLGI co. ltd. but in this study Mr. Shrestha used of NIC co. ltd. where needed. Tools used for analyzing and interpretation of data are also same.

### **Research Gap**

Different research has been conducted relating with premium collection and investment pattern but the researcher has changed for analysis and interpret not only the premium collection and investment pattern but also the interpret of the returns from premium collection and investible sector in insurance company. So, this research study has collect the latest secondary data from fiscal year 062/63 to 066/67, which would be relevant to the present context.

Technology has been changing very fast and scope of NLIC is now becoming very wide due to the involvement of large number of insured. Hence, the research with old and absolute data cannot draw the relevant information. This study is specifically based on the recent data to produce relevant findings.

Insurance market has always become significant to its insurer, insured and investors as well as relevant to the economy of nation. Its main objective is to study the trend of premium collection, investment pattern and returns of NLIC in the competitive market.

## **CHAPTER – III**

### **3. RESEARCH METHODOLOGY**

#### **Introduction**

Research methodology is a systematic way to solve the research problem. It gives a systematic way and a framework to solve a phenomenon. “Research methodology refers to the various sequential steps to adopt by a researcher in studying a problem with certain objectives in view.”(Kothari, C.R. 1989)

These study aims at presenting, evaluating and finding about the investment pattern, premium collection condition and investment return of Nepalese insurer. The study will draw an actual scenario of investment pattern and premium collection condition of Nepalese life insurance industry. To accomplish this goal, the study follows the research methodology described in this chapter as such.

#### **3.1 Research Design**

A research design is the arrangement of conditions for collection and analysis of data that aims to combine relevance to the research purpose. Research design is the plan, structure and strategy of investigations conceived so as to obtain answers to research questions and to control variances

The main purpose of the study is to show the life insurance business of NLIC with its financial position, collection and use of funds, its prospects and its position in the context of Nepal as well as to recommend suggestion for its improvements. This research design is descriptive & analytical. The research is so designed that the analysis and interpretation of the secondary data relates to the evaluation of past behavior of the insures relating the investment within the industry, collection of premium and the analysis and interpretation of the primary data relates to finding and predicting about forth coming behavior of

the insurers relating to the premium collection and investment within the industry.

### **3.2 Population and Sampling**

In Nepal, there are nine insurance companies functioning to underwrite life insurance businesses which are considered as Population for this Study.

The population as follows:

1. Rastriya Beema Sansthan
2. Nepal Life Insurance Co. Ltd
3. National Life Insurance Co. Ltd.
4. Life Insurance Corporation (Nepal) Ltd.
5. Americal Life Insurance Company Ltd. (ALICO)
6. Asian Life Insurance Company Ltd
7. Surya Life Insurance Company Ltd
8. Gurans Life Insurance Company Ltd
9. Prime Life Insurance Company Ltd

*Source: Insurance Board report, FY 2066/67*

The limitation of time and unavailability of the relevant data has forced the resercher to make research on the Procedures of Premium Collection, Investment Pattern and Returns of Nepal Life Insurance Co. Ltd, at present. So that Nine Insurance Companies are considered Population and NLIC is considered as sample Company.

### **Company Profile**

In this study, NLIC has used for 5 years secondary data are analyzed to conclude the result based on the objective of the research. Nepal Life Insurance Company Ltd. (NLIC) has been taken as a sample among the insurance industries.



## **Nepal Life Insurance Company Limited**

Nepal Life established under the Company Act 2053 and Insurance Act 2049 as a public limited company. The company has been performing its activities from 21<sup>st</sup> Baisakh 2058. NLIC is the foremost life insurance company established by private investors. The promoters of the company are a group of well known businessmen and business houses of Nepal. Within the nine years of operation, the company has set up an excellent business record and has a strong financial position among other insurance companies.

NLIC is the first company which was granted license for transacting life insurance exclusively. The company started its operation on May 4, 2001 (2058/01/21 B.S.). The 1<sup>st</sup> branch office of the company started its operation on the same day at Katmandu. The head office of NLIC is located at Heritage Plaza, Kamaladi, Kathmandu. The company has opened 22 branches and 70 sales centers. Its agents are over 18000 and 233 staffs as on Chaitra end, 2067.

### **Financial Structure of NLIC**

The company has an authorized capital of Rs. 100 Crore divided in 10 million share of Rs. 100 each; issued capital is Rs. 50 Crore and paid up capital is Rs. 30 Crore. Right share of 4:1 is in the process for offering to the shareholders. Till Chaitra 2066, the company has insured around two lakhs worth Rs. 5 billion. Out of the total premium collected the company has invested Rs. 4 billion and 40 Crore as for guidelines of Beema samittee.

### **Shareholders of NLIC**

Promoters Share	80%
Public Share	20%

### **Re-Insurance**

The company has insured itself with well known re-insurance company “Hannover Re Life Insurance Company”, Germany for individual policies and “SCOR Global Life”, France for term Assurance Foreign Expatriate Policies.

### **Types of Life Insurance Products Provided by NLIC**

1. Surakshit Jeevan Beema Yojana (Endowment Plan with Bonus):-
2. Dhana Barsha Beema Yojana (Anticipated Plan with Bonus):-
3. Keta Ketu Jeevan Beema (Child Endowment Plan):-
4. Jeevan Laxmi Beema Yojana (Triple Benefit Scheme with Bonus):-
5. Jeevan Sahara Beema Yojana (Whole Life Insurance Plan):-
6. Jeevan Sarathi Jeevan Beema Yojana (Joint Life Insurance Plan):-
7. Samuhik Jeevan Beema (Group Insurance Plan):-
8. Madhi Jeevan Beema (Foreign Overseas Employment Insurance Plan):-

This study is concentrated on the premium collection and investment aspects of the insurance industry and aimed on evaluating and analyzing the premium collection, investment, returns, trends and policies as well as to provide insight to the pattern and policies, which may be more beneficial to the insurers among Nepalese insurance industry.

### **3.3 Types and Sources of Data**

Primary sources of data are observation field visit to NLIC and observing the activities of staffs, clients etc and questionnaires, interviewing personally in the site. The research is based upon the description of the primary and secondary data for the historical performance assessment and the future prediction of planning and upcoming policy and implementation among the insurers.

The primary data is collected from various insurance companies for the opinion on investment of insurance fund, its policy and premium and other relevant factors.

The research is basically based upon secondary data. So, the secondary data for the purpose of the study is collected through various published and unpublished data sources. The secondary data used in this study are,

- Annual reports of NLIC.
- Performance reports prepared quarterly, semi-annually and annually and annually financial statements of the respective insurer.
- Books relation the subject.
- Publications of the Insurance Board (Beema Samittee).
- Thesis and reports conducted by various students related in insurance field.
- Various publications of the government agencies and bodies relating to the field.
- Various brochure, journals as well as booklets published by the insurers.

### **3.4 Analysis of Data**

The data collected from NLIC, Beema Samittee and other authorities have been reorganized and refined in the form of taxes, charts and then necessary items out of many have been picked up for analysis and interpretation. Necessary statement, ratios, trend analysis, percentage indices etc. have been established in necessary.

### **3.5 Tools and Techniques Used**

Financial statements are prepared for the purpose of presenting a periodical review or report on the progress by the management and deal with the status of the investment in the business and the result achieved during the period under the reviews.

#### **3.5.1 Financial Analysis Tools**

Analysis of financial statement is a purposeful and systematic presentation of information in the financial statements by developing relation with other in order to measure the profitability, liquidity, solvency, operational efficiency and growth potentiality the business organization. There are various tools in financial sectors. In this study, ratio analysis is performed. Certainly, ratio

analysis can show the position of investment return and its contribution on overall performance.

### **Ratio Analysis**

An analysis of financial statements with the help of ratio may be termed as ratio analysis. It is a relationship between two related items expressed in qualitative form. The term refers to the numerical or quantitative relationship between the two components or variables. So, the ratio is the measurement of quantitative relationship between two or more items of financial statement connected with each others. Ratio can be expressed as percentage, fraction and stated comparison between numbers.

Ratio analysis is used to present the position of the investment and its performance as compared with the overall position and performance of the insurer. In order to analyze, the investment pattern and performance of premium collection, following ratios are used.

Since NLIC underwrite only life insurance. Ratios related only with life insurance are given below;

### **Premium Collection**

i) % of First Premium Collection to Total Premium Collection

$$= \frac{\text{First Premium Collection}}{\text{Total Premium Collection}}$$

ii) % of Renewal Premium Collection to Total Premium Collection

$$= \frac{\text{Renewal Premium Collection}}{\text{Total Premium Collection}}$$

## **Investment**

i) % of Investment on Govt. Saving Bond to Total Investment

$$= \frac{\text{Investment on Govt. Saving Bonds}}{\text{Total Investment}}$$

ii) % of Investment on Bank Fixed Deposit to Total Investment

$$= \frac{\text{Investment on Banks Fixed Deposits}}{\text{Total Investment}}$$

iii) % of Investment on Share to Total Investment

$$= \frac{\text{Investment on Share}}{\text{Total Investment}}$$

iv) % of Investment on Debenture to Total Investment

$$= \frac{\text{Investment on Share}}{\text{Total Investment}}$$

v) % of Investment on Policy Loan to Total Investment

$$= \frac{\text{Investment on Policy Loan}}{\text{Total Investment}}$$

vi) % of Investment on Others to Total Investment

$$= \frac{\text{Investment on Policy Loan}}{\text{Total Investment}}$$

## **Return on Life Fund Investment**

$$\text{i) \% of Return on Investment} = \frac{\text{Net Income}}{\text{Total Investment}}$$

$$\text{ii) \% of Return on Gov. Securities to Investment} = \frac{\text{Return On Gov. Securities}}{\text{Total Investment}}$$

$$\text{iii) \% of Return on Fixed Deposit to Investment} = \frac{\text{Return On Fixed Deposit}}{\text{Total Investment}}$$

$$\text{iv) \% of Returns on Share to Investment} = \frac{\text{Returns on Equity Share}}{\text{Total Investment}}$$

$$\text{v) \% of Returns on Debenture to Investment} = \frac{\text{Returns on Debenture}}{\text{Total Investment}}$$

$$\text{vi) \% of Returns on Policy Loan to Investment} = \frac{\text{Returns on Policy Loan}}{\text{Total Investment}}$$

$$\text{vii) \% of Returns on Others to Investment} = \frac{\text{Returns on Others}}{\text{Total Investment}}$$

$$\text{viii) \% of Interest Earned to Total Investment} = \frac{\text{Interest Earned}}{\text{Total Investment}}$$

$$\text{ix) \% of Profit Earned to Total Premium Collection} = \frac{\text{Profit Earned}}{\text{Total Premium Collection}}$$

$$\text{x) \% of Profit Earned to Total Investment} = \frac{\text{Profit Earned}}{\text{Total Investment}}$$

$$\text{xi) \% of Claims paid to Total Premium Collection} = \frac{\text{Claims Paid}}{\text{Total Premium Collection}}$$

### 3.5.2 Statistical Analysis Tools

Statistics are aggregates of facts, affected to a marketed extent or estimated according to a reasonable standard of accuracy, collected in a systematic manner for a predetermined purpose and places in relation to each other.

Generally the statistical tools are used for attaining accuracy on analysis and study. According to this studies objectives Mean, Standard Deviation, Coefficient of Correlation and Trend Analysis were performed.

#### i) Mean

Simple arithmetic mean is the sum of total values to the number of values in the sample, thus

$$\text{Mean} = \frac{\text{Sum of Total Value}}{\text{Number of Values}}$$

$$= \frac{\sum X}{N}$$

#### ii) Standard Deviations

Standard deviation is the positive square root of average sum of squares of deviation of observations from the arithmetic mean of the distribution.

$$\text{S.D. (†)} = \frac{\sqrt{(x - \bar{x})^2}}{n}$$

#### iii) Co-efficient of Variation (C.V)

The co-efficient of variance is the relative measures of dispersion, comparative a cross distribution which is defined as the ratio of the standard deviation to the mean expressed in percent. It is calculated as follows;

$$\text{C.V.} = \frac{\frac{\dagger}{x}}{\frac{\dagger}{x}} \times 100$$

#### iv) Correlation

Co-efficient of correlation is used for measuring the magnitude of linear relationship between two variables. In this study to attain the relationship between ‘Premium collection and Investment’, ‘Premium collection and claim paid’ and ‘Investment and Net Income earns, co-efficient of correlation is used. The co-efficient of correlation measures the degree of relationship between two sets of figures. The result of co-efficient of correlation is always lies between ‘+1’ or ‘-1’.

Among the various methods of finding out co-efficient of correlation, Karl Pearson’s method is applied in this study.

$$\text{Where, Correlation (r)} = \frac{\sum xy}{\sum x \cdot \sum y}$$

$$(r) = \frac{n \sum xy - \sum x \cdot \sum y}{\sqrt{n \sum x^2 - (\sum x)^2} \times \sqrt{n \sum y^2 - (\sum y)^2}}$$

Probable error of correlation is calculated by the following formula.

$$\text{PE (r)} = 0.6745 \times \frac{1 - r^2}{\sqrt{n}}$$



## **CHAPTER - IV**

### **4. DATA PRESENTATION AND ANALYSIS**

In this chapter, it has been focused on the analysis of premium collection, investment position and returns of Nepal Life Insurance Co. Ltd. (NLIC). Once the data is placed on summary sheets, the latest data has been analyzed. After that, both the primary and secondary data has been used to the objectives of the study.

This data presentation and analysis chapter has been divided into three parts, as ‘evaluation of premium collection and composition through financial tools’, ‘evaluation of investment pattern and composition through financial tools’ and ‘evaluation of returns and composition through financial tools and statistical tools.’

#### **4.1 Evaluation of Premium Collection and Composition**

Premium collection is the main source of an insurer for the purpose of investment. It shows the performance of the insurance company. Higher premium tends the higher volume of transaction. The insurer tries to collect higher premium because if they succeed to collect high volume of premium, then they also succeed to receive higher income from the investment.

Insurer use actuarial statistical or financial methods for estimating liabilities and determining premiums. In some cases particular premium are inadequate to cover the risk and costs, insurers may pursue lines of business that are not profitable and liabilities may be understated, masking the true financial state of the insurer.

This evaluation chapter is also separated into two parts as financial analysis and statistical analysis likewise evaluation of investment patterns chapter. For the

purpose of the evaluation of the premium of the premium collection condition and composition among the portfolios, the trend analysis, T test, mean, standard deviation and coefficient of variation are used. Therefore, only quantitative analysis is described which is related to the premium collection and its composition.

Under this chapter various financial tools, which are related to premium collection are studied to evaluate and analyze the performance of Nepal Life Insurance Company Limited. These important ratios are calculated and the respective trend analysis is presented as follows. All data mentioned in percentage.

#### **4.1.1 Premium Collection in Insurance of NLIC.**

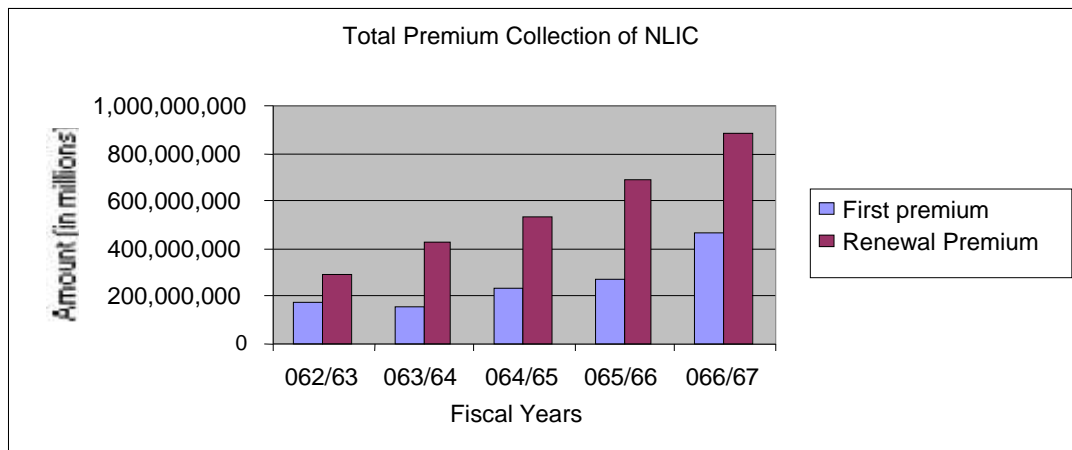
Life Insurance Premium is the premium paid to the insuring company for insuring his life and contract to pay that amount for certain period. The insurer get amount back with bonus in expiry of the time or his beneficiary will get contract amount in expiry his life.

Nepal life insurance co. ltd. has been success to collect the funds in different fiscal years.

**Table: 4.1**  
**Premium Collection of NLIC (In Rs.)**

<b>Years</b>	<b>062/63</b>	<b>063/64</b>	<b>064/65</b>	<b>065/66</b>	<b>066/67</b>
First Premium	172,992,241	153,820,190	233,900,717	269,789,034	468,738,380
Renewal Premium	292,650,003	422,986,554	531,765,202	692,406,476	878,763,860

**Chart. 4.1**



*Source: Annex - XXIII*

The above table & figure shows the share of NLIC in total life insurance business in Nepal with reference to premium collection in life insurance for the period from 2062/63 to 2066/67. So, the above table shows that NLIC has an increasing trend in life insurance premium collection on average. NLIC should follow effective steps and make good policies to capture a better coverage in Nepalese insurance market.

The premium collection in NLIC is in an increasing trend. In the fiscal year 2062/63 the premium collection in life insurance was Rs.172, 992,241. Similarly, in the fiscal year 2063/64 the premium was Rs.153, 820,190 which has 1% less than that of the FY 2062/63. In the FY 064/65 and FY 065/66, the company had started to issue new policies to collect more premiums. In the FY 064/65 and 065/66 the company had collected Rs.233, 900,717 & Rs.269, 789,034 as premium respectively, which is 17% more than the preceding fiscal year's premium income. The company had collected Rs.1, 347,502,240 for the period of FY 066/67

#### **4.1.2 Premium Collection on First Premium to Total Premium Collection**

First premium of life insurance hold significant role in total life premium collection. This ratio, premium collection on first life premium to total life

premium collection is used to measure the contribution of premium collection on first life premium to total life premium. It is computed using following equation;

Premium Collection on First Premium to total Premium Collection

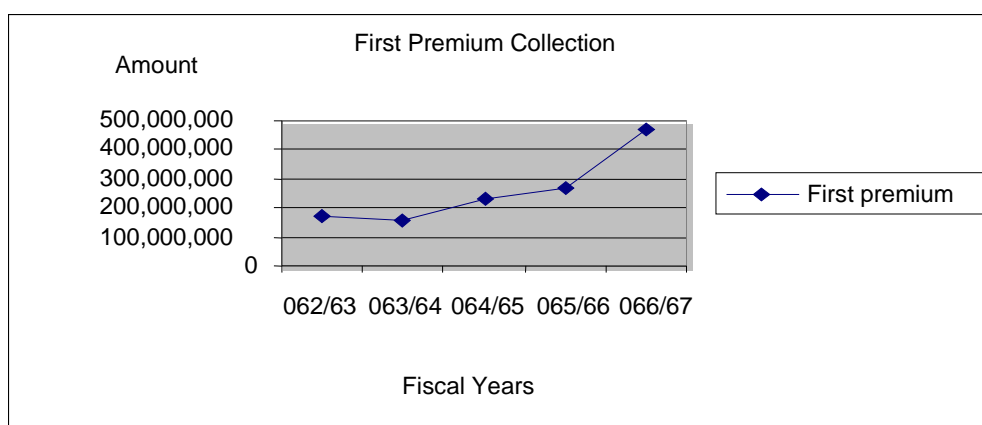
$$= \frac{\text{First Premium Collection}}{\text{Total Premium Collection}}$$

**Table: 4.2**

**First Premium to Total Premium Collection (in %)**

2062/63	2063/64	2064/65	2065/66	2066/67	Mean	S.D.	C.V.
37.15	26.67	30.55	28.04	34.79	31.44	3.97	12.64

**Chart 4.2**



*Source: - Annex I.*

Above table 4.2 and Chart 4.2 reveals that the company's ratio on first premium to total life premium collection ratio are in fluctuating trend. It's ratio with total premium collection 37.15% in FY 062/63 to 26.67% in the FY 063/64, but in the following year FY 064/65 & 065/66, it goes upward 30.55% and downward 28.04% respectively. Again it rose to 34.79% in the FY 066/67 which is most satisfactory among the study period of the company. The average premium collection of 31.44% is covered by total premium collection

and C.V. 12.64% indicates the consistency of first premium collection on total premium collection by NLIC.

### 4.1.3 Renewal Premium to Total Premium Collection

Life Premium collection of person is continuous till the last date of policy period otherwise death of a policyholder and breaking of contract by any of party. Renewal life premium holds the majority of life premium collection.

This ratio shows the weight of renewal life premium collection to total life premium collection. Following equation depicts these ratios;

Renewal life premium collection to total life premium collection

$$= \frac{\text{Renewal Premium Collection}}{\text{Total Premium Collection}}$$

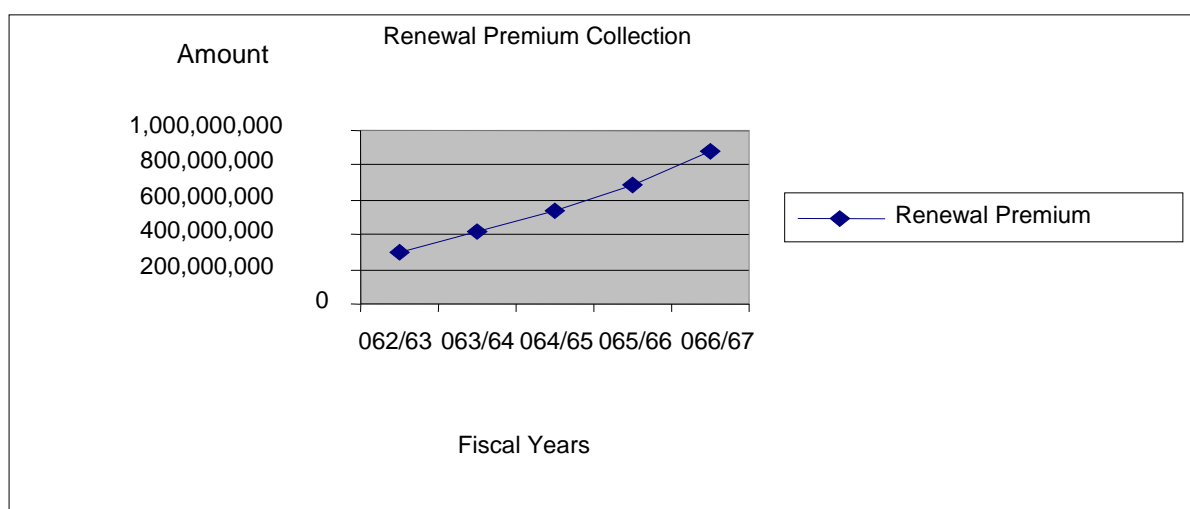
**Table 4.3**

**Renewal Life Premium Collection to Total Life Premium Collection (in %)**

2062/63	2063/64	2064/65	2065/66	2066/67	Mean	S.D.	C.V.
62.85	73.33	69.45	71.96	65.21	68.56	3.97	5.80

This can also be presented in the figure.

**Chart 4.3**



Source:- Annex - II

The table 4.3 shows the ratio between renewal life premium to total premium collection is in increasing trend which is 62.85%, 73.33%, 69.45%, 71.96% and 65.21% respectively from the fiscal year 062/63 to 066/67. The average renewal premium was 68.56%. The calculated standard deviation is 3.97% and C.V. is 5.80%. This indicates that the renewal premium is highly consistent. So, the renewal premium of NLIC is rising yearly.

#### 4.1.4 Growth Rate of Premium Collection of NLIC.

The total amount of life premium collected by NLIC covers the large portion of total premium collection. Premium collection plays important role in insurance companies. Premium collection of NLIC in total is in increasing trend year by year. The analysis of percentage change in premium collection and its effect in total previous collection is done below;

**Table: 4.4**  
**Growth Rate of Total Premium Collection**

Particulars	Years & Growth %					
	062/63	063/64	%	063/64	064/65	%
First Premium	172,992,241	153,820,190	112.46	153,820,190	233,900,717	65.76
Renewal Premium	292,650,003	422,986,554	69.19	422,986,554	531,765,202	79.54
Total Premium	465,642,244	576,806,744	80.73	576,806,744	765,665,919	75.33

Particulars	Years & Growth %					
	064/65	065/66	%	065/66	066/67	%
First Premium	233,900,717	269,789,034	86.70	269,789,034	468,738,380	57.56
Renewal Premium	531,765,202	692,406,476	76.80	692,406,476	878,763,860	78.79
Total Premium	765,665,919	962,195,510	79.57	962,195,510	1,347,502,240	71.41

Source:- Annual Reports 062/63 to 066/67.

The above table 4.4 reveals the growth of premium collection of NLIC. The first premium collection and renewal premium collection of the company can fluctuate year to year. The first life premium collection with previous year was varied to 112.46%, 65.76%, 86.70% & 57.56% from the year 062/63 & 063/64, 063/64 & 064/65, 064/65 & 065/66 and 065/66 & 066/67 respectively.

Similarly, the renewal premium is in increasing trend with previous fiscal year. The highest change was 78.79% in the fiscal year 065/66 & 066/67. Regarding the total premium collection was in fluctuating trend where 80.73% increased rate in fiscal year 062/63 & 063/64 and the lowest change was in the fiscal year 065/66 & 066/67 by 71.41%. The total growth rate of total premium collection by NLIC is 48.39% in fiscal year 066/67 from 062/63.

#### **4.2 Evaluation of Investment Pattern and Comparisons**

Investment is the crucial activity of every insurance company. It collected investment fund in form of premium and invests in various sectors for profit motive. It has to follow the rules and regulation of investment regulated by Insurance Board of Nepal. They have to invest 75% of their investable fund in compulsory sectors and rest 25% in other sectors.

For the purpose of the evaluation of the investment pattern and composition among the portfolios, the trend analysis and 'T' test are used. To evaluation the return on respective portfolio and investment amount, the ratio analysis is used. This analysis moves along with studies objective, therefore only those ratios are calculated and analyzed which are very important to evaluate in investment policy.

Here, only quantitative analysis is mentioned which are related to the investment and investment pattern of Nepal life insurance co. ltd. (NLIC). To attain the objectives of the study, all the concerned studies and analysis are done. The evaluation chapter is separated into two parts as financial and statistical analysis.

The investments have been made in Government bonds, Development bonds of Nepal Rastra Banks and Commercial Banks, Fixed Deposits with various commercial banks, development banks and finance companies. The companies have purchased number of primary and promoter share of different banks and public companies.

#### 4.2.1 Investment on Government Saving Bond to Total Investment:

This ratio is the average government saving bond investment. It shows the proportion of investment on government saving bond. The entire insurer invests their fund to making separate portfolio. This ratio measures the percentage of investment of particular insurer in government saving bond. This ratio is calculated by using this equation.

$$\text{Govt. Saving Bond to Total Investment} = \frac{\text{Investment on Govt. Saving Bonds}}{\text{Total Investment}}$$

This ratio helps to know the average proportion on government saving bond of Nepal life insurance companies on aggregate.

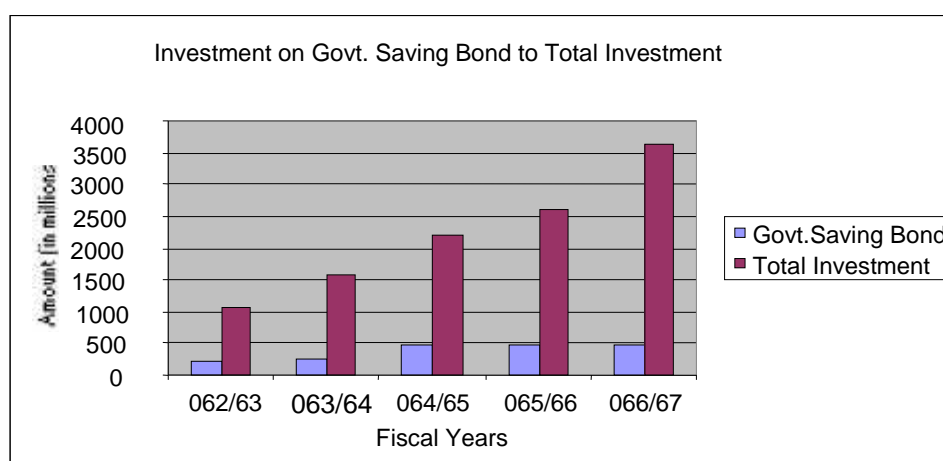
**Table: 4.5**

#### **Investment on Government Saving Bond to Total Investment (in %)**

2062/63	2063/64	2064/65	2065/66	2066/67	Mean	S.D.	C.V.
22.37	15.18	21.72	18.39	12.95	18.12	3.65	20.13

This can also be presented in the figure.

**Chart: 4.5**



*Source: Annex - III*

The above table 4.5 revealed that the investment on govt. saving bond fluctuated. It was 22.37% in the FY 062/63. It decreases 15.18% in the fiscal



year 063/64. Then it rose up to 21.72% in the fiscal year 064/65. After that it decreased to 18.39% and 12.95% in the fiscal year 065/66 and 066/67 respectively. The average investment is 18.12% The C.V. IS 20.13%. This shows the little consistent and increasing trends on investment in govt. saving bonds.

#### 4.2.2 Investment on Bank Fixed Deposits to Total Investment:

The ratio measures the portion of total life investment on bank fixed deposit. It is the popular investment sector for Life Insurance Company. The ratio is computed using the following equation.

$$\text{Bank Fixed Deposit to Total Investment} = \frac{\text{Investment on Banks Fixed Deposits}}{\text{Total Investment}}$$

This ratio helps to show the proportion investment in fixed deposits of NLIC Ltd.

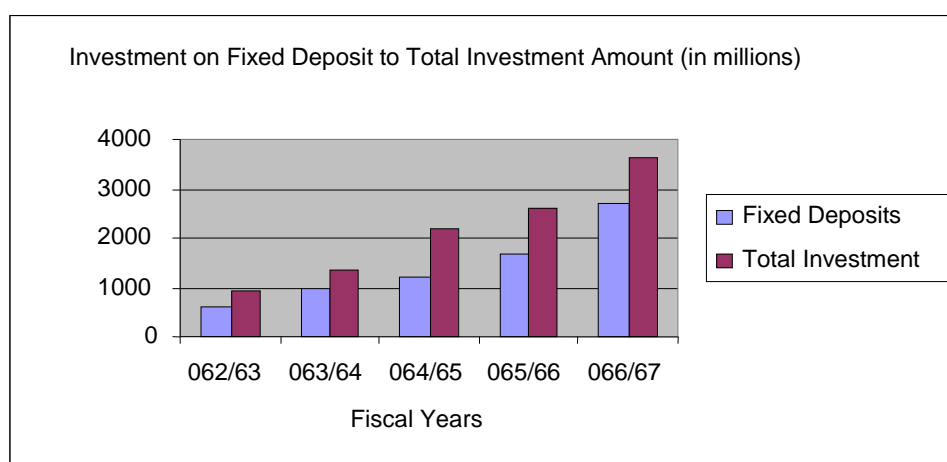
**Table: 4.6**

**Fixed deposit to Total Investment (in %)**

2062/63	2063/64	2066/65	2065/66	2066/67	Mean	S.D.	C.V.
56.38	61.90	55.16	64.22	73.46	62.23	6.55	10.52

This can also be presented in the figure.

**Chart: 4.6**



Source: Annex - IV

The above table 4.6 revealed that the investment on fixed deposit is fluctuated. It was 56.38% in the fiscal year 062/63. It increases the investment portion of fiscal year 063/64 is 61.90%. Then, it falls down to 55.16 in the fiscal year 064/65 which was lowest during the study period. The investment rose to 62.23% and 73.46% in the fiscal year 065/66 and 066/67 respectively. The average investment was 62.23%. The C.V. is 10.52%. This indicates that the investment is consistent.

### 4.2.3 Investment on Share to Total Investment

It is an average of share investment. This ratio shows the percentage of investment in share. Generally, this ratio shows the share of difference fiscal years. It is calculated by using the following equation;

$$\text{Investment on Share to Total Investment} = \frac{\text{Investment on Share}}{\text{Total Investment}}$$

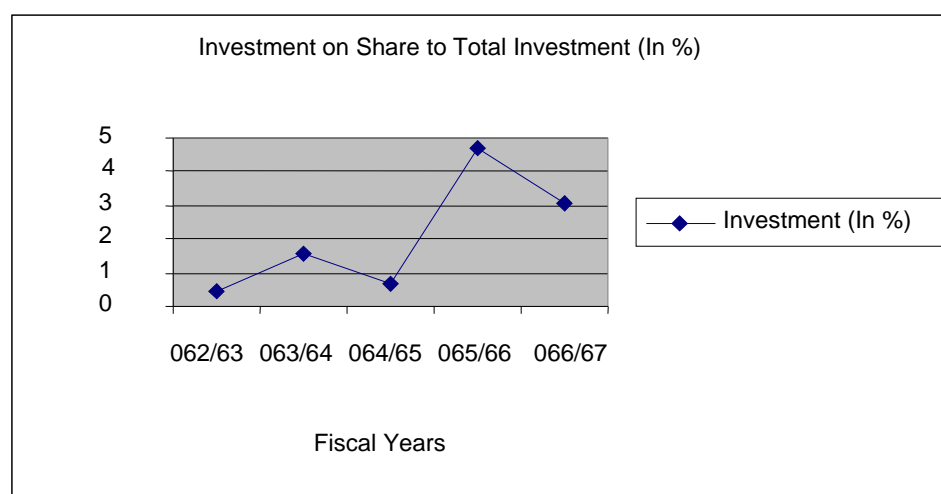
**Table: 4.7**

**Investment on share to total investment (in %)**

2062/63	2063/64	2064/65	2065/66	2066/67	Mean	S.D.	C.V.
0.46	1.56	0.64	4.72	3.05	2.09	1.61	77.80

This can also be presented in the figure.

**Chart 4.7**



Source: Annex - V

Above calculation revealed that the portion on share to total investment is very little. It is not more than 5% on total investment during the study period. The ratio is in fluctuating trend by 0.46%, 1.56%, 0.64%, 4.72% and 3.05% in the fiscal year 062/63 to 066/67 respectively. The average investment on share is 2.09% and the C.V. was 77.80%. This indicates that the investment is little inconsistent.

#### 4.2.4 Investment of Debenture to Total Investment

This ratio is the average debenture or bond investment. It shows the proportion of investment on debenture. The entire insurer invests their fund to making separate portfolio. The debenture are the secured investment sectors therefore almost all insurer invest their higher fund in debenture. The ratio of debenture is the average of investment on debenture, which is calculated used by following equation;

$$\text{Investment on Debenture to Total Investment} = \frac{\text{Investment on Debenture}}{\text{Total Investment}}$$

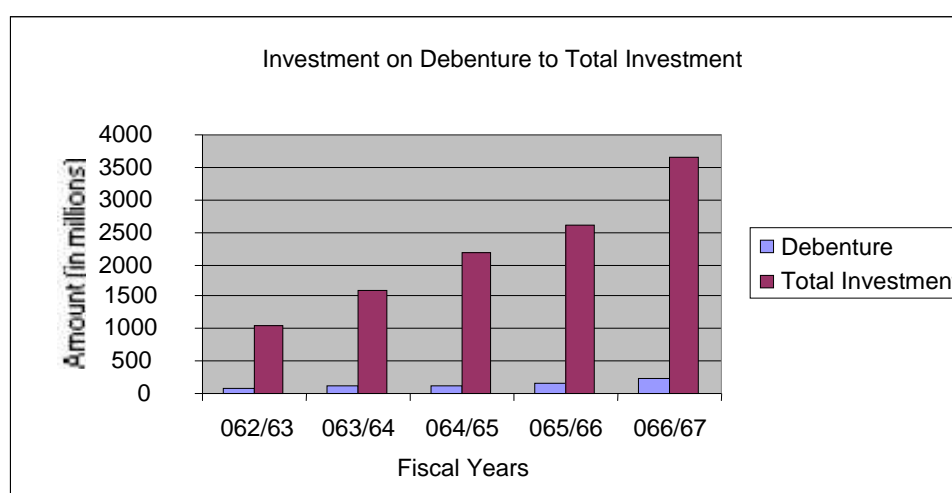
**Table: 4.8**

**Investment on Debenture to Total Investment (in %)**

2062/63	2063/64	2064/65	2065/66	2066/67	Mean	S.D.	C.V.
8.80	7.49	6.12	6.10	5.98	6.90	1.10	15.95

This can also be presented in the figure.

**Chart: 4.8**



Source: Annex - VI

Above calculation reveals that the average investment in debenture is 6.90%. The ratio is in decreasing trend from starting of study period to the end of study period. It is 8.80%, 7.49%, 6.12%, 6.10 and 5.98% in the respective fiscal year 062/63 to 066/67 respectively. The calculated C.V. is 15.95% which reveal that the ratios are little consistent.

#### 4.2.5 Investment on Policy Loans to Total Investment

Policy loan is the loan given to by insurer. i.e. insurance company to its life policyholder. The loan is available to the customer after the stated time generally tow years of the start of policy and limited to ninety percentage of surrender value. Life policy holder can get this facility very easy to use money in their needy work. The ratio measures the portion of total life investment on policy loans.

$$\text{Investment on Policy Loan to Total Investment} = \frac{\text{Investment on Policy Loan}}{\text{Total Investment}}$$

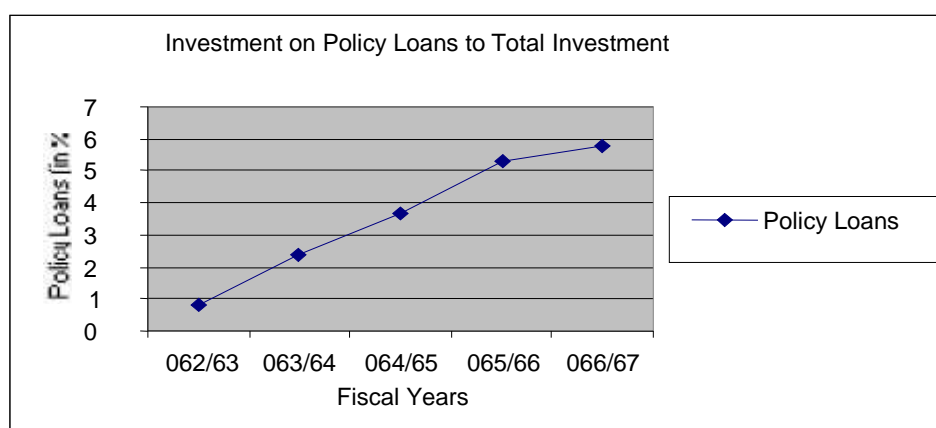
**Table: 4.9**

**Investment on Policy Loans to Total Life Investment (in %)**

2062/63	2063/64	2064/65	2065/66	2066/67	Mean	S.D.	C.V.
0.83	2.41	3.67	5.28	5.79	3.60	1.83	50.92

This can also be presented in the figure.

**Chart: 4.9**



Source: Annex - VII

Above calculation revealed that the portion of policy loan in total investment is very little than others. The ratio is in increasing trend. Policy loan was rose up to 0.83%, 2.41%, 3.67%, 5.28% and 5.79% in the fiscal year 062/63 to 066/67 respectively. The average investment in policy loan is 3.60% and C.V. was 50.92%. This revealed that the ratios were not stable.

#### 4.2.6 Investment in Other Sectors to Total Investment

The ratio reveals the portion of other investment in total investment made by the company. The company has investment for short term investment, employee loan, agent loan and others with interest and profit motive. It can be computed by using following equation.

$$\text{Investment on Others to Total Investment} = \frac{\text{Investment on Others}}{\text{Total Investment}}$$

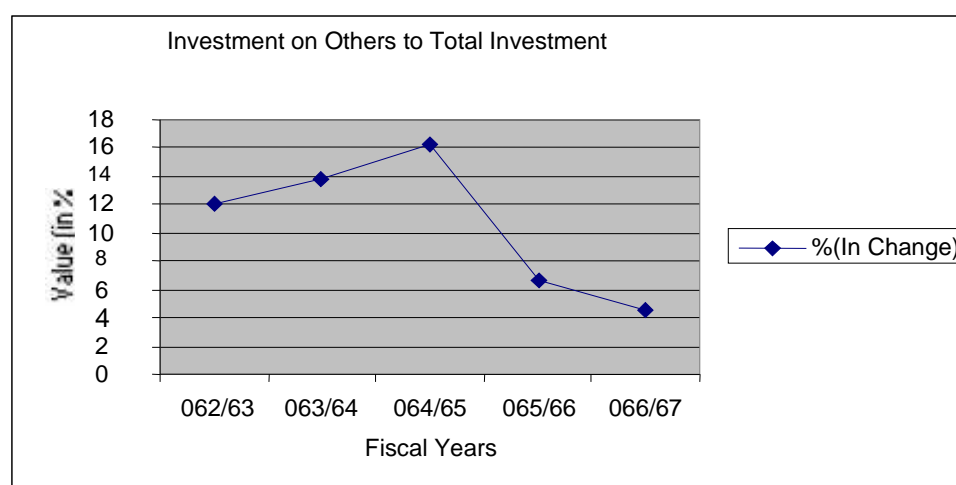
**Table: 4.10**

**Investment on Others to Total Investment (in %)**

2062/63	2063/64	2064/65	2065/66	2066/67	Mean	S.D.	C.V.
11.98	13.87	16.28	6.58	4.53	10.65	4.43	41.56

This can also be presented in the figure.

**Chart: 4.10**



Source: Annex - VIII

From the above table 4.10, the ratio is in increasing trend in previous period of fiscal year 062/63 to 064/65 but last two years is in decreasing trend. It was 4.53% in the fiscal year 065/66. The average investment is 10.65% and the C.V. was 41.56%. This revealed that the ratios were not stable during this study.

#### **4.2.7 Investment of Life Insurance Fund by NLIC.**

The Life investment fund in form of premium and invests in various sectors for profit motive. NLIC had to maintain the rules and regulation of investment regulated by Insurance Board of Nepal. They have to invest 75% of their invest able fund in compulsory sectors and rest 25% in other sectors. The table shows the sectors where the company invested its life fund during the study period.

**Table: 4.11**  
**Investment on Life Fund by NLIC**

Particulars	Years & %									
	062/63	%	063/64	%	064/65	%	065/66	%	066/67	%
<b>(A) Long Term Investment</b>										
Govt. Securities	237,360,679	22.37	240,569,078	15.17	476,001,082	21.71	477,795,607	18.38	472,101,963	12.95
FD (Commercial Banks)	550,000,000	51.84	890,000,000	56.16	915,000,000	41.75	1,140,000,000	43.87	1,860,000,000	51.02
FD (Development Banks)		-		-	140,000,000	6.31	302,000,000	11.62	462,000,000	12.67
FD (Finance Co.)	48,200,000	4.54	91,000,000	5.74	154,000,000	7.03	226,875,000	8.73	357,075,000	9.79
Eq. Share of Housing & Fin.Co	4,866,249	0.46	24,658,452	1.56	13,929,336	0.63	122,662,129	4.72	111,229,886	3.05
Eq. Share of Other Fin. Co.		-	-	-	-	-	-	-	-	-
Debenture (Bank's & Fin.Co)	93,400,000	8.80	118,675,225	7.49	134,227,305	6.12	158,397,305	6.10	218,240,000	5.99
Others	-	-	-	-	1,750,000	0.08	-	-	1,000,000	-
<b>Total (A)</b>	<b>933,826,928</b>	<b>88.01</b>	<b>1,364,902,755</b>	<b>86.12</b>	<b>1,834,907,723</b>	<b>83.73</b>	<b>2,427,730,041</b>	<b>93.42</b>	<b>3,481,646,849</b>	<b>95.47</b>
<b>(B) Short Term Investment</b>										
Government Sec. & Sec. Guaranteed Securities	-	-	-	-	-	-	-	-	-	-
Interest Bearing Deposit of Commercial Banks	122,935,299	<b>11.59</b>	166,546,336	10.51	291,674,988	13.31	155,334,365	5.97	151,554,486	4.16
Interest Bearing Deposit of Development Banks	-	-	2,540,346	0.16	4,751,709	0.22	4,815,743	0.19	8,081,939	0.22
Interest Bearing Deposit of Finance Companies	4,199,833	<b>0.40</b>	50,802,443	3.21	60,446,802	2.74	10,804,454	0.42	5,525,385	0.15
Other Interest Bearing Investment	-	-	-	-	-	-	-	-	-	-
<b>Total (B)</b>	<b>127,135,132</b>	<b>11.99</b>	<b>219,889,125</b>	<b>13.88</b>	<b>356,873,499</b>	<b>16.27</b>	<b>170,954,562</b>	<b>6.58</b>	<b>165,161,810</b>	<b>4.53</b>
<b>Grand Total (A+B)</b>	<b>1,060,962,060</b>	<b>100</b>	<b>1,584,797,880</b>	<b>100</b>	<b>2,191,781,222</b>	<b>100</b>	<b>2,598,684,603</b>	<b>100</b>	<b>3,646,808,659</b>	<b>100</b>

*Source: Annual Reports of NLIC, 062/063 to 066/067*

For Life fund investment, NLIC has preferred Bank, Development and Finance fixed deposits, equity share, debentures and others sectors. Bank fixed deposit contribute more than 70% of investment. It has invested 51.85%, 65.75%, 55.17%, 64.22% and 73.48% in fiscal year 062/63 to 066/67 respectively. Its second priority was government saving bonds where invested 20.57%, 16.12%, 21.72%, 18.39% and 12.95% in the fiscal year 062/63 to 066/67 respectively. It's invested in equity shares are 0.42%, 1.65%, 0.64%, 4.72% and 3.05% from fiscal year 062/63 to 066/67 respectively. The company has invested in bank debenture 8.10%, 7.95%, 6.12%, 6.10% and 5.99% from fiscal year 062/63 to 066/67 respectively. After this it has invested fund in various banks as call interest.

#### **4.3 Evaluation of Returns and Composition**

All the concept of insurance and insurance industry in Nepal is already mentioned in above chapters; which may shoe the details idea of insurance business. Here, only qualitative analysis is mentioned which are related to the returns and earned profits.

For the purpose of the evaluation of the returns and composition among the portfolios, the trend analysis and 't' test are used. For the comparison of all respective matter on returns, the mean, standard deviation and C.V. is also used. To attain the objectives of the study, all the concerned studies and analysis are done.

Profit plays the vital role in insurance companies. Insurance company also thinks about profit or return. It collects premium from policy holders are used them to different profitable sectors hoping for better return from it.



### 4.3.1 Return on Investment

It is a rate of average investment income. It shows the proportion of return with respect to investment. It is just the calculation of average rate of investment for a particular year in aggregate. This ratio is calculated using this equation.

$$\text{Return On Investment} = \frac{\text{Net Income}}{\text{Total Investment}}$$

This ratio shows the performance of the investment and it indicates the whole investment portfolio performance. Here, the total investment consists of the investments and compulsory sectors and the net income carried from profit and loss account.

Life fund is invested in government saving bonds, debenture, fixed deposits, share, policy loan and others sectors etc.

### 4.3.2 Return on Government Securities

This ratio is the average return on government securities. It shows the proportion of return on government securities. The insurer company can get fixed return from the government securities as interest. This ratio measures the percentage of returns on particular insurer in government saving bonds.

$$\text{Return on Gov. Securities to Investment} = \frac{\text{Return On Gov. Securities}}{\text{Total Investment}}$$

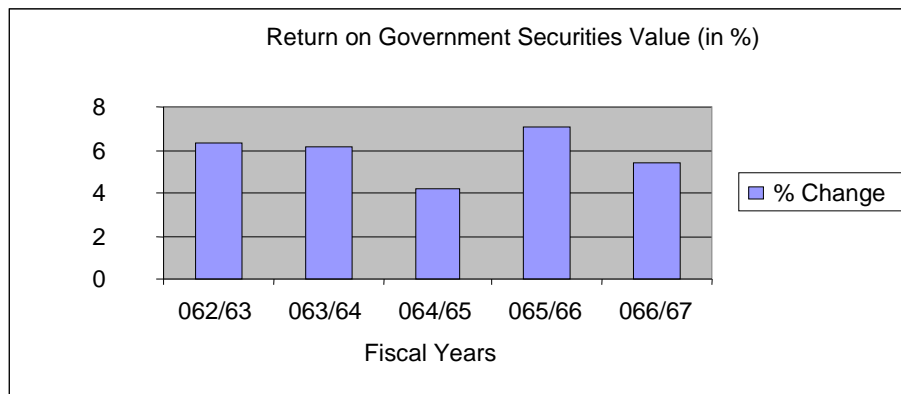
**Table: 4.12**

**Return on Government Securities (in %)**

2062/63	2063/64	2064/65	2065/66	2066/67	Mean	S.D.	C.V.
6.32	6.12	4.15	7.07	5.41	5.84	0.99	16.99

This can also be presented in the figure.

**Chart. 4.12**



*Source: Annex - IX*

From the above table 4.12 the ratio is in fluctuating trend in previous period of fiscal year 062/63 to 066/67. The average mean return from government securities is 5.84% and the C.V. was 16.99%. This revealed that the ratios were little consistent during this study.

#### **4.3.3 Return on Bank Fixed Deposits**

This ratio measures the portion of return from fixed deposits. The insurer has to invest more than 70% in fixed deposit to various banks. The return of insurer has high. This ratio is computed using the following equations;

$$\text{Return on Fixed Deposit to Investment} = \frac{\text{Return On Fixed Deposit}}{\text{Total Investment}}$$

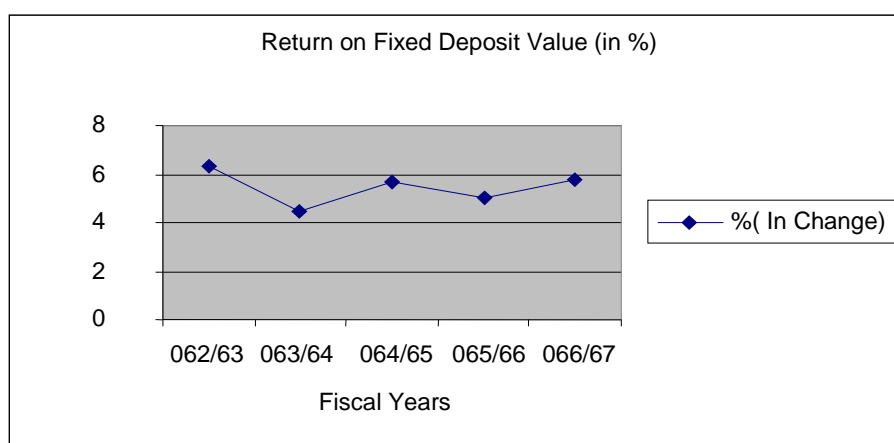
**Table: 4.13**

**Return on Fixed Deposit (in %)**

2062/63	2063/64	2064/65	2065/66	2066/67	Mean	S.D.	C.V.
6.35	4.49	5.63	5.06	5.76	5.46	0.63	11.58

This can also be presented in the figure.

**Chart: 4.13**



Source: Annex - X

Above calculation revealed that the portion of return on life fund investment on fixed deposit is very high. It is more than 5% during this study period. The ratios are in increasing trend by 6.35%, 4.49%, 5.63%, 5.06% and 5.76% in the fiscal year 062/63 to 066/67 respectively. The average return on investment is 5.46% and C.V. was 11.58%. This indicates that the return is consistent.

#### 4.3.4 Return on Equity Share

It is average of return on share. This ratio shows the percentage of return in share. It is calculated by using the following equations;

$$\text{Returns on Share to Investment} = \frac{\text{Returns on Equity Share}}{\text{Total Investment}}$$

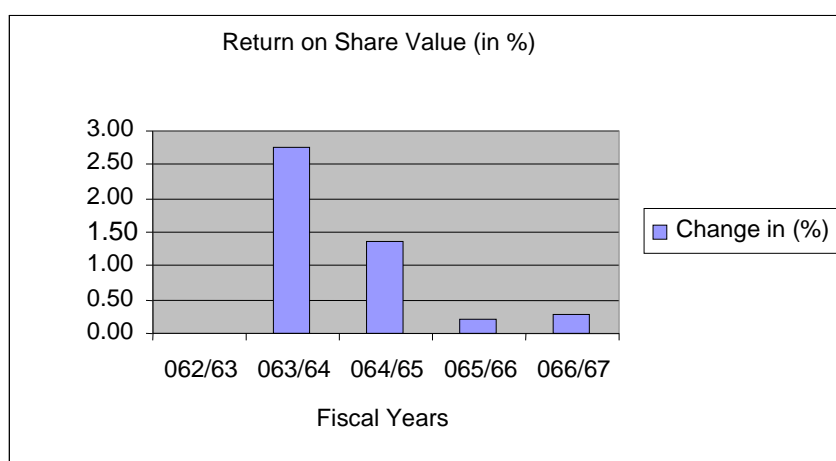
**Table: 4.14**

#### Return on Equity Share (in %)

2062/63	2063/64	2064/65	2065/66	2066/67	Mean	S.D.	C.V.
0.00	2.77	1.36	0.19	0.28	0.92	1.04	112.84

This can also be presented in the figure.

**Chart: 4.14**



*Source: Annex - XI*

The table 4.14 shows the ratio between return on equity share is in decreasing trend. The return on equity share were 0.00%, 2.77%, 1.36%, 0.19% and 0.28% from the fiscal year 062/63 to 066/67 respectively. The average mean return on equity share is 0.92% and C.V. was 112.84%. This indicates that the return on equity share is highly inconsistent.

#### **4.3.5 Return on Debenture**

This ratio is the average return on debenture. It shows the portion of return in debenture. The ratio of returns on debenture is the average returns of investment in debenture, which is calculated by using the following equations.

$$\text{Returns on Debenture to Investment} = \frac{\text{Returns on Debenture}}{\text{Total Investment}}$$

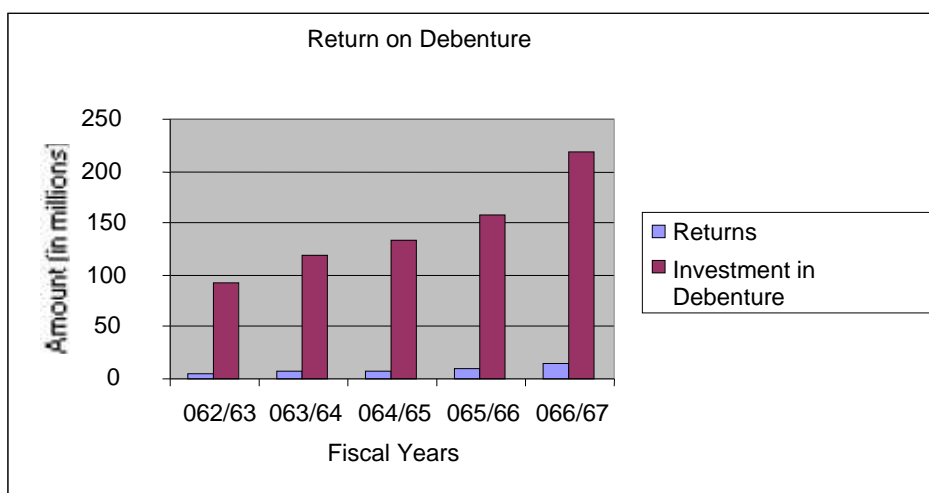
**Table: 4.15**

#### **Return on Debenture (in %)**

2062/63	2063/64	2064/65	2065/66	2066/67	Mean	S.D.	C.V.
4.41	5.84	6.03	5.82	7.05	5.83	0.84	14.45

This can also be presented in the figure.

**Chart: 4.15**



*Source: Annex - XII*

The table 4.15 shows the ratio between return on debenture is in increasing trend. The return in investment on debenture is in increasing trend. The return in investment on debenture is more than 5%. The average return on debenture is 5.83%.The C.V. 14.45% which indicate that the return on debenture is little consistent.

#### 4.3.6 Return on Policy Loans

This ratio reveals that the portion of returns from policy loans. Insurer can provide loan to policy holder up to 90% of surrender value or insured deposit value after two years. This ratio measures the portion of total returns from total investment.

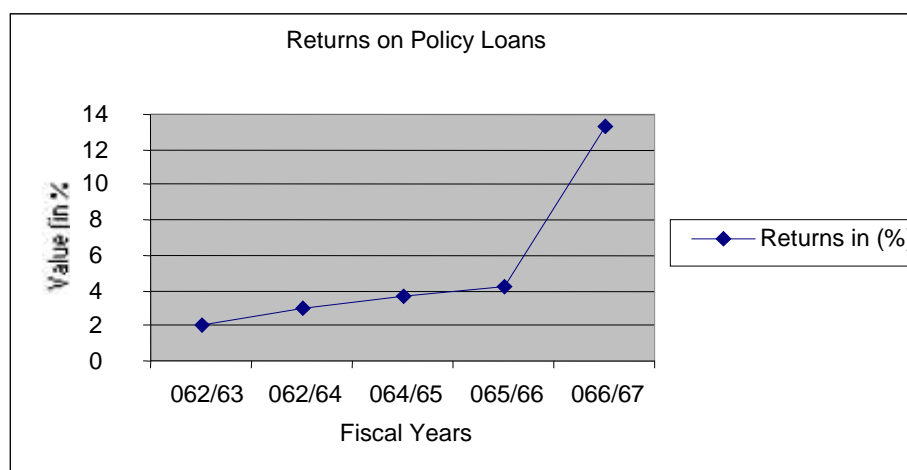
$$\text{Returns on Policy Loan to Investment} = \frac{\text{Returns on Policy Loan}}{\text{Total Investment}}$$

**Table No. 4.16**  
**Return on Policy Loans (in %)**

2062/63	2063/64	2064/65	2065/66	2066/67	Mean	S.D.	C.V.
2.00	3.05	3.66	4.17	13.28	5.23	4.09	78.12

This can also be presented in the figure.

**Chart: 4.16**



*Source: Annex - XIII*

Above calculation revealed that the portion of income from policy loans made by the company. The ratio is in increasing trend. The return was 2.00%, 3.05%, 3.66%, 4.17% and 13.28% in the fiscal year 062/63 to 066/67 respectively. The average return in policy loan is 5.23% and C.V. was 78.12%. It reveals that the ratios were inconsistent.

#### **4.3.7 Return on Others**

The ratio reveals the portion of returns from other investment made by the company. The company has investment for short term investment, employee loan, agent loan and others with interest and profit motive. It can be computed by using following equation

$$\text{Returns on Others to Investment} = \frac{\text{Returns on Others}}{\text{Total Investment}}$$

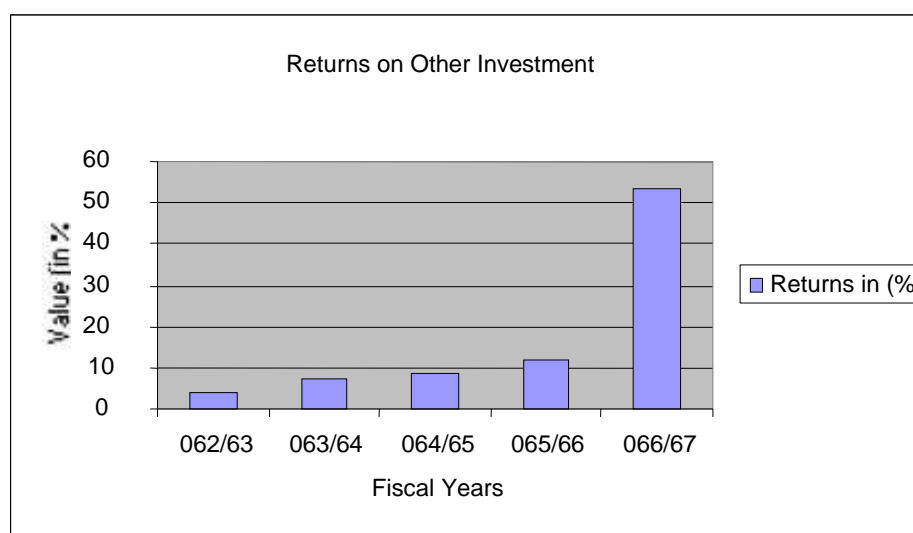
**Table: 4.17**

**Return on Others (in %)**

2062/63	2063/64	2064/65	2065/66	2066/67	Mean	S.D.	C.V.
4.07	7.55	8.79	12.17	53.58	17.23	18.36	106.54

This can also be presented in the figure.

**Chart: 4.17**



*Source: Annex - XIV*

From the above table 4.17 the ratio is in increasing trend in previous period of fiscal year 062/63 to 066/67, it was 4.07%, 7.55%, 8.79%, 12.17% and 53.58% respectively. The average return on others is 17.23%. The C.V. was 106.54% that indicates that it was highly insignificant in return on other investment.

#### **4.3.8 Profit Earned to Total Premium Collection**

The ratio reveals which of the profit earned in respect of total premium on these sectors. It is computed using following equations;

$$\text{Returns on Profit to Total Premium Collection} = \frac{\text{Profit Earned}}{\text{Total Premium Collection}}$$

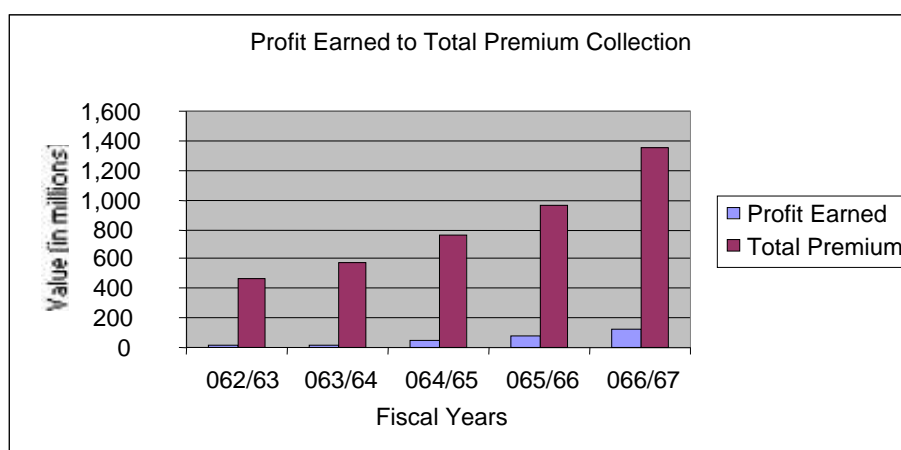
**Table: 4.18**

**Profit Earned to Total Premium Collection (in %)**

2062/63	2063/64	2064/65	2065/66	2066/67	Mean	S.D.	C.V.
2.24	1.16	0.88	1.13	1.22	1.33	0.47	35.68

This can also be presented in the figure.

**Chart: 4.18**



*Source: Annex - XV*

The table 4.16 shows the ratio between profits earned to total premium collection is in increasing trend. The profit earned ratios were 2.24%, 1.16%, 0.88% 1.13% and 1.22% from the fiscal year 062/63 to 066/67 respectively. The average profit earned on total premium collection was 1.33%. The C.V. was 35.68%, it indicates that the profit earned is inconsistent. So, the profit earned of NLIC is rose up for the study.

#### **4.3.9 Profit Earned to Total Investment**

It is an average on profit earned on total investment. This ratio represents the return from profit in total investment. Total profit earned to total investment ratio reflects the extent to which insurer is successful to earn profit as major income on total investment. This ratio reveals the profit capacity of NLIC by investing its all collected premiums and others capital fund.



$$\text{Returns on Profit Earned to Total Investment} = \frac{\text{Profit Earned}}{\text{Total Investment}}$$

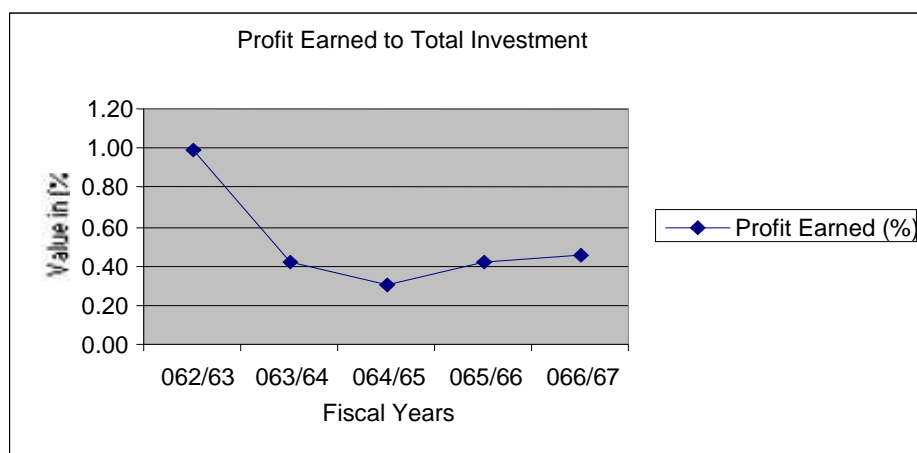
**Table: 4.19**

**Profit Earned to Total Investment (in %)**

2062/63	2063/64	2064/65	2065/66	2066/67	Mean	S.D.	C.V.
0.99	0.42	0.31	0.42	0.45	0.52	0.24	46.3

This can also be presented in the figure.

**Chart: 4.19**



*Source: Annex - XVI*

The table 4.17 shows the ratio between profit earned to total investment is decreasing trend of first three years 0.99%, 0.42% and 0.31% of fiscal year 062/63 to 064/65 respectively. The last two years 065/66 and 066/67 were in increasing trend 0.42% and 0.45% respectively. Regarding the profit earned to total investment ratio of NLIC, it has also increasing form in profit earned to total investment ratio. The average return was 0.52% and C.V. was 46.30%. It indicates that the profit is inconsistency of return.

#### **4.4 Claim Paid**

Life Insurance is less risky than general insurance. The claim is paid if the insured is dead in life insurance. Different types of life insurance policies are insured by the company. NLIC issue endowment life assurance policy, children

marriage and education, anticipated endowment life assurance policy. The compensation is paid in the time of death only in endowment life assurance policy, or the compensation is paid only after the expiry of the policy.

Insurance company insurers compensation that if the accident, damage, death and theft happened to property and life of the policyholder with in the policy period. Delay in claim paying may damage the goodwill of the company.

#### 4.4.1 Claim Paid to Premium Collection

It is the ratio that measure the total risk involves in total premium collection by the company. It is the portion of claim paid by the company from the premium collection. Following equation is used to calculate the ratio.

$$\text{Claims paid to Total Premium Collection} = \frac{\text{Claims Paid}}{\text{Total Premium Collection}}$$

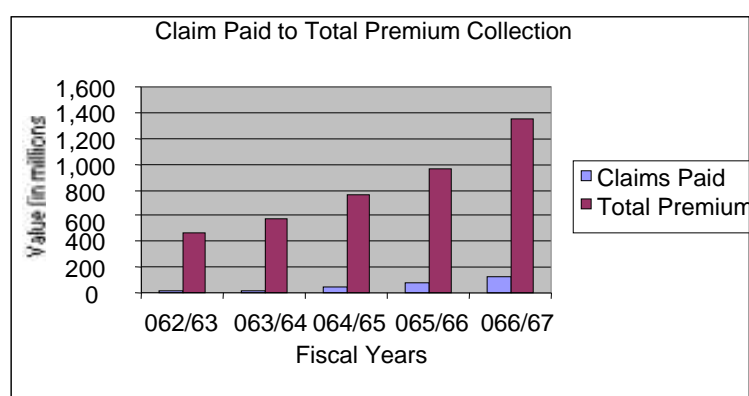
**Table: 4.20**

**Claim Paid to Premium Collection (in %)**

2062/63	2063/64	2064/65	2065/66	2066/67	Mean	S.D.	C.V.
1.72	2.22	7.07	8.71	8.88	5.72	3.13	54.77

This can also be presented in the figure.

**Chart: 4.20**



Source: Annex - XVII

Above calculation reveal that the claim paid to total life premium collection were 1.72%, 2.22%, 7.07%, 8.71% and 8.88% respectively from the fiscal year 062/63 to 066/67. It showed that the life insurance was lowered risky. The lowest was 1.72% in the fiscal year 062/63 and the highest claim paid was 8.88% in the fiscal year 066/67. The average of 5.72% of life insurance premium collection went to claim paid. Its C.V. was 54.77% and it indicated there was little inconsistency in life claims paid.

#### **4.5 Statistical Analysis**

Under this chapter various statistical calculation was studied which were related to decision making for premium collection, investment pattern and returns. The trend analysis, coefficient of correlation and 't' Test were used for the purpose to find out tendency, relation and distinguish between premium collection, investment and return. For this purpose following measures were analyzed.

##### **Correlation Analysis**

In this analysis product moment method has been used to find out the relationship between premium collection and investment. Generally, the correlation analysis is used to describe the degree to which one variable related to another. It helps to determine whether (a) a positive or a negative relationship exists. (b) The relationship is significant or insignificant and (c) establishes causes and effect relationship if any. The statistical tools, correlation analysis is preferred in this study to identify the relationship between premium and investment, investment and return whether the relationship is significant or not.

For the purpose of decision making under correlation, decision maker based on following interpretation terms.

- i) When  $r = +1$ , there is perfect positive correlation.

- ii) When  $r = -1$ , there is perfect negative correlation.
- iii) When  $r = 0$ , there is no correlation.
- iv) When 'r' lies in between 0.7 to 0.999, (-0.7 to -0.999), there is a high degree of positive, (or negative) correlation.
- v) When 'r' lies 0.5 to 0.6999, (-0.5 to -0.6999) there is a moderate degree of correlation.
- vi) When 'r' is less than 0.5 there is low degree of correlation.

#### 4.5.1 Correlation between Premium Collection and Investment of NLIC.

The above ratio depicts the relation between the premium collection by NLIC and its investment. The above correlation between premium and investment of NLIC revealed the solution of the question: was there any relation between the premium collection by NLIC and its investment? In other word was more premium collection means more investment by it? If there is relationship between these two variables, what relationship existed, positive or negative relationship?

**Table: 4.21**

#### **Correlation of Premium Collection and Investment of NLIC.**

<b>Coefficient of Correlation</b>	<b>Relationship</b>	<b>R<sup>2</sup></b>	<b>6xP.E. (r)</b>	<b>Probable Error P.E. (r)</b>	<b>Significant or Insignificant</b>
0.9861	Higher degree of Positive Relationship	0.9724	0.7992	0.1332	Highly Significant

*Source: Annex - XVIII*

#### **Decision:**

From the above computation and Table 4.22, we can draw the conclusion that there is higher degree of positive co-relation between the premium collection by NLIC and its investment. That reveals more premium collection means more investment.

Again, the coefficient of determination ( $R^2$ ) is the measure of the degree of linear association or correlation between two variables, one of, which is the dependent variable and other is independent. In case of NLIC, the coefficient of determination is 0.9724, which means that the variation in independent variable (premium collection) explains 97.24% variations in dependent variable (investment).

Probable error is used to measure the significance of the relation between two variables. In case of this study the significance relationship between premium collection and investment is measured by calculation probable error of correlation of coefficient. Since, the co-efficient of correlation ( $r$ ) is greater than the 6 P.E. ( $r$ ), therefore we conclude that the relation between the two variables is significant.

#### **4.5.2 Correlation between Investment and Returns of NLIC**

As insurance company is also a financial institution, it always operates for profit motive. So, insurance companies mobilize its fund in those sectors that yield return. It collects fund in form of premium and invests in different sectors. In the context of NLIC, it is not different than other insurance company. The questions arise was there relationship between investment and net income? In other words, if NLIC invest more fund then it got more return? If relationship between them exist, what relationship positive or negative relationship? What is the degree of relationship?

**Table: 4.22**

**Correlation of Investment and Returns of NLIC**

<b>Coefficient of Correlation</b>	<b>Relationship</b>	<b><math>R^2</math></b>	<b>6xP.E. (<math>r</math>)</b>	<b>Probable Error P.E. (<math>r</math>)</b>	<b>Significant or Insignificant</b>
0.658	Moderate degree of Positive Relationship	0.433	0.6480	0.1080	Significant

*Source: Annex - XIX*

**Decision:**

From the above computation and table, it was clear that there is higher degree of positive relationship between investment and net income. It says that more investment means more net income.

Again, the coefficient ( $R^2$ ) is the measure of the degree of linear or correlation between two variables, one of, which is the dependent variable and other, is independent. In case of NLIC, the coefficient of determination is 0.4330, which means that the variation in independent variable (investment) explains 43.30% of the variation in dependent variable (net profit).

Generally, probable error is used to measure the significance of the relation between two variables. In the case of this study the significance relationship between investment and net income is measured by calculation probable error of correlation of coefficient. Since the co-efficient of correlation ( $r$ ) is greater than the  $6 \times \text{P.E. (r)}$ , therefore we conclude that the relation between the two variables is highly significant.

**4.5.3 Correlation between Premium Collection and Claims Paid of NLIC.**

Was there any relationship between premium collection by NLIC and claims paid by it? If yes, what relationship existed between these two factors positive or negative relationship? What was the degree of relationship? The above correlation between premium collection by NLIC and claims paid by it got solution of these entire questions.

**Table: 4.23**

**Correlation of Premium Collection and Claims Paid of NLIC**

<b>Coefficient of Correlation</b>	<b>Relationship</b>	<b><math>R^2</math></b>	<b><math>6 \times \text{P.E. (r)}</math></b>	<b>Probable Error P.E. (r)</b>	<b>Significant or Insignificant</b>
0.9852	Higher degree of Positive Relation	0.9706	0.7182	0.1197	Significant

*Source: Annex - XX*

From the above computation, we can conclude that there is higher degree of positive relationship between premium collection and claim paid of NLIC. It reveals that more premium collection means more claim paid.

Again, the coefficient ( $R^2$ ) is the measure of the degree of linear or correlation between two variables, one of, which is the dependent variable and other, is independent. In case of NLIC, the coefficient of determination is 0.9768, which means that the variation in independent variable (premium collection) explains 97.68% of the variation in dependent variable (claims paid).

Generally, probable error is used to measure the significance of the relation between two variables. In the case of this study the significance relationship between premium collection and claims paid is measured by calculation probable error of correlation of coefficient. Since the co-efficient of correlation ( $r$ ) is greater than the  $6 \times P.E. (r)$ , therefore we conclude that the relation between the two variables is significant.

#### **4.6 Major Findings of the Study**

Major findings are presented in accordance with the collected data. Statistical and financial tools are used in the process of analyzing for the collected secondary data. The findings are divided into three different parts.

This chapter is the consequence of the whole studies and analysis result and achievement of entire study too. So, this chapter is concentrated on drawing the conclusion of all analysis on premium collection, investment pattern and returns of Nepal Life Insurance Co. Ltd.

In accordance to the study, the analysis of 'Premium collection and composition' and 'Investment pattern and composition' and 'returns and composition' it will be clear that the Nepal Life Insurance Company Ltd. is

following the generally accepted principles of collection, investment and the returns components.

The main findings, which are conclude from this analysis as follows;

1. Premium collection on first premium to total premium collection

From the analysis we found that the company's ratio on first premium to total premium collection ratio are in fluctuating trend. The highest ratio of 37.15% in the fiscal year 062/63 and the least ratio of 26.67% in the fiscal year 063/64. The average ratio was 31.44%. The C.V. is 12.64%. It shows that the ratios were little consistency.

2. Renewal premium collection to total Premium

The analysis showed the ratio between renewal premium and total premium collection. The renewal premium collection ratios were in increasing trend. The highest ratio was 73.33% the fiscal year 063/64 and the least was 62.85% in the fiscal year 062/63. The average ratio was 68.56%. The 5.80% C.V. shows that there was highly consistent in renewal premium collection.

3. Investment on government saving bonds to total investment

The analysis shows that the ratios are in fluctuating trend. In the initial year of study period it was 22.37% and it went down to 12.95% in the fiscal year 066/67. The average of 18.12% went to government saving bonds. The 20.12% C.V. shows that it was little consistency on it.

4. Investment on Bank fixed deposits to total investment

From the analysis, it is clear that the majority portion of life investment went to fixed deposit. It was 56.38% in the starting fiscal year i.e. 062/63 and 73.46% in the last years 066/67. The average of 62.23% total investment went to fixed deposit. The C.V. is 10.52% there was consistency on it.



5. Investment on share to total investment

From the analysis, we found that the average investment on share to total investment is 2.09%. It is in fluctuating trend from starting to end of the study period. It is 0.46%, 1.56%, 0.64%, 4.72% and 3.05% in the respective fiscal year 062/63 to 066/67 respectively. The calculated C.V. is 76.96%, which reveal that the ratio are highly inconsistent and homogeneity.

6. Investment on debenture to total investments

This analysis reveals that the average investment on debenture to total investments is 6.90%. The ratio was increasing trend from starting to end of the study period. It is 8.80%, 7.49%, 6.12%, 6.10% & 5.98% in the fiscal year 062/63 to 065/66 respectively. The calculated C.V. is 15.97% which reveal that the ratios are consistent.

7. Investment on policy loans to total investment

The analysis shows that the ratios are in increasing trend. In the initial year of study period, it was 0.83% it went up to increase 5.79% in the fiscal year 066/67. The average of 3.70% of investment went to the policy loans. The analysis also shows that the ratios are in increasing order and there is inconsistency on the ratio.

8. Investment on others sectors to total investments

The analysis reveals that the average investment in other sector is 10.65%. The lowest ratio was in the fiscal year 066/67. I.e. 4.53% and highest was in the fiscal year 064/65 i.e. 16.28%. The investment in other sector is fluctuated. The calculated C.V. is 41.56% showing little inconsistency in investment in other sectors.

9. Return on government securities from investment

The return of government saving bonds were 6.32%, 6.12%, 4.15%, 7.07% and 5.41% from the fiscal year 062/63 to 066/67 respectively. The highest return was 6.32% in the fiscal year 062/63 and lowest return was 4.15% in fiscal year 064/65. The average return was 5.81%. The calculated C.V. is 16.91% which shows that the ratio were little consistent.

10. Return on fixed deposit to total investment

The analysis revealed that the return on bank fixed deposits ranged from 6.35% to 5.76%. The average return of bank fixed deposit was 5.46%. The C.V. 11.58% indicate consistent in its return.

11. Return on equity share to investment

The analysis reveals the return of equity share in total investment is in fluctuating trend. The return ranges from 0.00% to 0.28% of fiscal year 062/63 to 066/67 respectively. The average return of equity share to total investment is 0.92%. The C.V. is 113.07% indicate that highly inconsistency of its return.

12 Return on debenture to investment

The analysis revealed that the return on debenture ranged from 4.41%, 5.84%, 6.03%, 5.82% and 7.05% from fiscal year 062/63 to 066/67. The average return of debenture was 5.83%. The C.V. 14.46% indicates consistency of its return.

13. Return on policy loans to investment

The analysis reveals the return of policy loans in total investment. It is in increasing trend due to increase in policy loans. The return range from fiscal year 062/63 to 066/67, the ratios is 2%, 3.05%, 3.66%, 4.17% and

13.28% respectively. The average return of was 5.23%. The C.V. 78.12% indicate on policy loan is highly inconsistent of its return.

14. Returns on others to total investment

The analysis revealed that there was highly fluctuating in the returns on others sectors. The highest return was 53.58% and the lowest return was 4.07%. The average return was 17.23% and the C.V. 106.54% which indicate that this is highly inconsistency of its return.

15. Profit Earned to Total Premium Collection

The analysis reveals that the average profit earned to total premium collection is 1.33%. The ratios were increasing trend from starting to end of the study period. It is 2.24%, 1.16%, 0.88%, 1.13% and 1.22% in the fiscal year 062/63 to 066/67 respectively. The calculated C.V. 35.68% showing inconsistency in profit earned to total premium collection.

16. Profit Earned to Total Investment

The profit earned to total investment is 0.99%, 0.42%, 0.31%, 0.42% and 0.45% from the fiscal year 062/63 to 066/67 respectively. The highest profit earned 0.99% in fiscal year 062/63 and least profit 0.31% in the fiscal year 066/67. The average returns was 0.52% and C.V. 46.30% which shows that the ratio is inconsistent.

17. Claim paid to premium collection

From the analysis, we found that the majority of total claims paid by the company were death claims. The ratio was in increasing trend from starting period to ending period. The average of 5.72% death claim paid covered by total premium collection by the company. The C.V. of 54.77% indicated the consistency in death claim paid to total premium collection.

## **CHAPTER - V**

### **5. SUMMARY, CONCLUSION AND RECOMMENDATION**

The Last Chapter of this Study is Summary Conclusion & Recommendation develop from the analysis of various aspects of the Premium Collection Investment Pattern & Return of NLIC by using some financial as well as statistical tools. After completing the basic analysis required for the study the final & the most important task of the researcher is to be summarized the study as recommendation for the future importance.

#### **5.1 Summary**

The main objective of this study is to analysis the position of NLIC Co. Ltd. & find out the actual Situation of the company. Overall this study researcher analysis the trend of Premium Collection, Investment Pattern & also return status of NLIC Co. Ltd.

NLIC was established in 21<sup>st</sup> Baisakh 2058 B.S. (2001A.D) under Nepal Company Act, 2053 B.S. and the Insurance Act 2049 B.S. of Nepal with prime objectives to meet national level insurance requirements. It is operating successfully from the date of establishment.

There are total of twenty-six general and life insurance companies. Insurance business is very important for modern age. It gives financial security to individual and business enterprises. It is due to financial security given by insurance companies, the economic development reach this stage.

Insurance is very important in the developing countries like Nepal. The average income per family is very low. Most of the families depend in a single person income. If the earner becomes ill, the family finds nothing to survive on. Still, we can say that insurance is not getting enough popularity among people. The no. of insurance policies undertaken is almost negligible. A deep, study is

needed to find out why insurance business has been unable to attract enough public attention. Ever though, 95% of life insurance market remains untouched by life insurance companies. NLIC has covered 25% insurance market in Nepal where 5% of insured in total. As per financial report NLIC has collected Rs1, 347,502,240 as premium in fiscal year 066/67. We can observe that the performance of the company has improved. There is a healthy growth in business for the company, in both no. of policies and premium collection, in the current year. The company should establish marketing development and research development. This department looks the present and potential business opportunities in the markets.

Among the insurance companies, NLIC study has been taken to evaluate the premium collection, investment pattern and returns through the sample base. The study analyzed the annual report of five years starting from 062/63 to 066/67 has been taken into consideration for the purpose of the study. All the study is analyses reviewing the secondary data from journal articles, annual report of the company and other relevant sources. The researcher has analyzed the data by using financial tools like ratio analysis as well as statistical tools like mean.

In the context of Nepal, life insurance is one of the business sectors operating in profit from establishment. But the trend of premium collection investment pattern and profit earned are not on steady growth. There is no informality. The rate of premium of insurance policy, investment directives, which regulates by government (Beema Samitti), needed to restudy and reanalyzed proper returns on premium investment can be changes on time to time. The regulatory limits relating the investment should be changed according to the change in overall macro economy and money/capital condition.

Premium collection, investment and returns are the vital activities of insurance companies. Success and failure of any insurance companies depend upon these

activities. As the topic of the study, "Procedures of premium collection, investment pattern and returns of NLIC Co. Ltd." deals with the problems regarding these important tasks of the company. The study is significant to the management of the company to take the right positioning is the premium collection, investment pattern and returns. It also helps the management of the other insurance companies, shareholders, investors, customers, competitors, personnel and other stakeholders can get necessary information. Researcher will also be benefited about the NLIC co. ltd.

## **5.2 Conclusion**

After study and analysis of given data we conclude that insurance is one of sector of business. This study was undertaken to find out the premium Collection Investment Pattern & return of NLIC Co. Ltd. The company Premium Collection is in increasing trend. NLIC Should Apply different Strategy to compete in this market.

NLIC Invest in different sector .The total investment of the company (including Policy Lone, Short term investment & others investment) is also increasing trend in study period. This shows an increase has been strictly managed as per guide lines and rules existing in the country to that affect, as well as per directions of the board of directors and the regulator (Beema Samitee) from time to time. From the analysis of total investment made by NLIC, it is found that the company has preferred bank fixed deposits as the first priority and followed by government securities and others .The Company had invest also equity share debenture & other investment area are policy loans ,staff loans , agent loans & short term investment. From the analysis we found that the majority of total climes paid by the company were death claims .The ratio was in increasing trend from starting period to end period. The average profit earned to total premium collection is fluctuating trend from starting to end of the study period and profit earn to total investment also fluctuating trend but

not poor condition .There for the company has been able to declared increase bonus rate to the policy holders.

### **5.3 Recommendation**

There are nine life insurance companies and Seventeen general insurance companies. The insurance market of Nepal is very small. So, all companies are trying to increase their and working to create new market. So, NLIC should issue new policies suitable on present market situation, for e.g. Bank assurance and micro insurance etc. It can help in increasing premium collection and its share in life insurance industry.

1. First premium of life insurance hold significant role in total life premium collection. It is regular amount that the policy holder should pay to the company till the expiry or death. So, if the company success to collect more life premium collection, it automatically increase the total life premium collection in the following years. So, the company should focus on it and make strategy to collect more first life premium collection.
2. Every insurance company should invest 75% of its investable funds towards compulsory sectors set by Insurance Board of Nepal; rest 25% can be diversified. NLIC can invest only limit areas under the Insurance Board on Bank fixed deposit, corporate securities, share and short term loans etc.
3. The company must give proper attention on their investment policy. It must introduce the portfolio management system to increase their earnings from investment without increasing the degree of risk which is possible through diversification of risk.
4. Claims settlement should in time. Delay in the settlement of claims may affect the business potentiality. Due to growth in insurance business, death claim

should also be increased. It should be control the no. of death claim by proper underwritings and investigation.

5. The co-relation coefficient between premium collection and investment, investment and returns are positively correlated in high degree. Thus, the companies must analyze this while planning their premium collection, the return also fluctuated. Because small change in premium collection, it effects proper change in investment and returns respectively.
6. The company should appoint more agents to increase its business. The insurance business is more competitive than the past years. It should lesson from the marketing situations. So, it is highly recommend that the company should appoint more capable, active agents and announce new schemes to increase the efficiency and mobilize of the agents.
7. The company is suggested to expand insurance activities in rural areas by establishment of branches or sales center to its potentiality.
8. Advertisement is necessary to increase business. It plays vital role in this competitive market. So, it is highly recommended to create effective advertisement to increase its business.

All the study is analyzed reviewing the secondary data from annual reports, articles and reports from Beema Samitti. Financial and statistical tools are applied to reveal the information's. The above recommendation is provided on the basis of findings from the analysis.