

Canara HSBC Life eyes 30% rise in new business

PRESS TRUST OF INDIA

Mumbai

BANKING on the growth plans of its partner banks, Canara HSBC Oriental Bank of Commerce Life Insurance Company is aiming for 30 per cent increase in new business premium (NBP) in 2016-17 to Rs 650 crore. "We are expecting NBP to be at Rs 500 crore during this financial year (2015-16). In the next financial year, we are expecting a 30 per cent rise in NBP at about Rs 650 crore.

"As our partner banks are in an expansion mode, it will help our distribution channel in increasing penetration of the company," Canara HSBC OBC Life Insurance chief executive officer Anuj Mathur said. For the private insurance company, which has a bancassurance model of distribution, NBP stood at Rs 350 crore in FY15. The company, which is emphasising on renewals, is targeting 5-10 per cent growth in net profit during this financial year. "During last financial year, we achieved a profit of Rs 110 crore. This financial year, we are aiming a 5-10 per cent increase in net profit, that does not include the lapses as we are more focused on renewals," Mathur said.

Going forward, he said, with launch of new products and increasing distribution network, the private insurer is aiming for growth of up to 20 per cent net profit in FY17.

Talking about future plans of the company, Mathur said Canara HSBC OBC Life Insurance is mulling to foray into the health space in the next financial year.