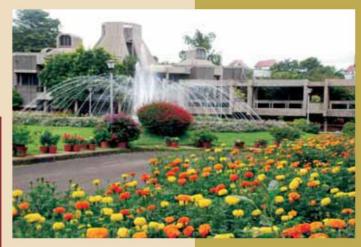
ANNUAL REPORT 2013-14







VISION

NIA to be a global institution of excellence in learning and research in Insurance, Pension and allied areas.

MISSION

- To build capacities in the management of Insurance, Pension and allied sectors.
- To create a stream of young talent for the Insurance, Pension and allied sectors.
- To provide strategic approaches in the Management of Insurance, Pension and allied sectors.
- To undertake and create an ambience for policy research in Insurance, Pension and allied sectors.
- To promote learning: education and training in Insurance, Pension and allied sectors.

वार्षिक प्रतिवेदन ANNUAL REPORT 2013-14



नॅशनल इन्शुरन्स ॲकॅडमी NATIONAL INSURANCE ACADEMY, PUNE



From the Director



Esteemed Members of the Governing Body,

Our country stands on the brink of rapid social and economic growth. This brings along with it new challenges and opportunities for the industrial and corporate sectors and they are all looking up to great institutions to offer management professionals who are capable of seizing opportunities and overcoming challenges. It is our responsibility as a Learning Centre to equip the professionals with different facets of management subjects and develop in them a confidence to take on all that the present and the future has to offer.

Management Development Programmes have also seen a commendable growth in activities and also attracted participants from across the globe in large numbers to both learn as well as to share their knowledge. During the year 2013-14 the Academy conducted 199 programmes that involved about 4511 participants from across the country. The programme also saw an inflow of 100 Foreign Executives to the NIA programmes and seminars.

In the Financial Year 2013-14, our Academy grew as an intellectual destination for the best Insurance minds of our time. Even though the economic environment remained arduous and challenging, we were able to embark on endeavors that helped us achieve remarkable success and earned us a unique reputation. The Two Year Post Graduate Programme continues to flourish as an outstanding medium of education to young professionals imparting them with in depth knowledge of the subject. We have seen an increase in demand of these young professionals across various segments of the market

This year was also witness to successful events like Seminar on Financial Inclusion, NIA-FAIR Seminar on Risk Management, Insurance Summit, HR Summit, C.D. Deshmukh Seminar on Future of Life Insurance and the PGDM Annual Fest 'Manthan' in which the students played an active role in reaching out to the industry. The Academy also hosted the Grievance Redressal Officers Meet organized by IRDA which was attended by the executives from the insurance companies both in the public and private sectors.

Yet even as we make commendable progress in creating a more equitable world there still remains a lot of ground to cover. To achieve the above, a significant role is played by insurance sector by covering lives and assets of our country. Insurance not only creates employment but also fosters growth and development of the country in many ways. We at NIA, by continuing to nurture the existing talent and by providing fresh talent to the insurance industry, are turning out to be the torch bearers of the industry.

For NIA, innovative teaching and significant research in insurance, pension and allied areas will remain the utmost priority and we will continue to work with our colleagues across the nation and the globe in pursuit of continuous improvement.

With warm regards, Sushobhan Sarker

NATIONAL INSURANCE ACADEMY GOVERNING BOARD

(as on October 2014)



Mr. G. Srinivasan Chairman - NIA Governing Board Chairman-cum-Managing Director The New India Assurance Co. Ltd.



Mr. A. K. Roy Chairman-cum-Managing Director GIC Re



Mr. A. V. Girija Kumar Officiating Chairman-cum-Managing Director National Insurance Co. Ltd.



Mr. Joseph P. J. Chairman-cum-Managing Director Agriculture Insurance Co. of India Ltd.



Mr. S. B. Mainak Managing Director, Life Insurance Corporation of India



Ms. Usha Sangwan **Managing Director** Life Insurance Corporation of India



Mr. G. Ramesh Associate Professor Indian Institute of Management Bangalore



Mr. Sanjay Vijay Founder & Principal Consultant **Optimal Corporate Solutions**



Mr. S. K. Roy Chairman, Life Insurance Corporation of India



Dr. A. K. Saxena Chairman-cum-Managing Director The Oriental Insurance Co. Ltd.



Mr. Milind Kharat Chairman-cum-Managing Director The United India Insurance Co. Ltd.



Mr. N. Srinivasa Rao Director (Insurance) Ministry of Finance Department of Financial Services



Mr. V. K. Sharma Managing Director, Life Insurance Corporation of India



Mr. G. N. Bajpai Intuit Consulting Pvt. Ltd.



Prof. Anil B. Surai Law and Public Administration Indian Institute of Management, Bangalore



Mr. Sushobhan Sarker Director **National Insurance Academy**

Dr. Achintan Bhattacharya, Joint Secretary, MoF was Interim Director from April 2012 to June 2013 Mr. Arvind Kumar, Joint Secretary, MoF was Interim Director from June 2013 to June 2014 Mr. Anup Wadhawan, Joint Secretary, MoF was Interim Director from June 2014 to September 2014

Following member ceased to be on Governing Board during the current financial year 2013-14:

Mr. N.S.R.C. Prasad 1.

Following members have joined the Governing Board during the current financial year 2013-14:

- Mr. A. V. Girija Kumar
- 3. Mr. V. K. Sharma
- 5. Prof. Anil Suraj

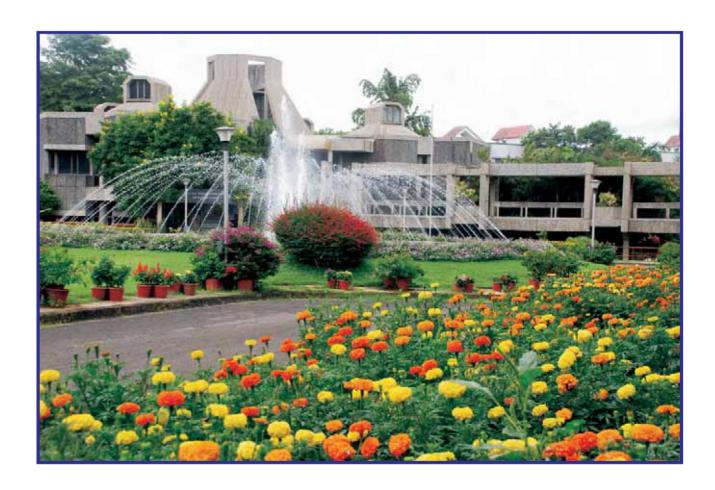
- Mr. S. B. Mainak 2.
- 4. Ms. Usha Sangwan
- 6. Mr. Sanjay Vijay

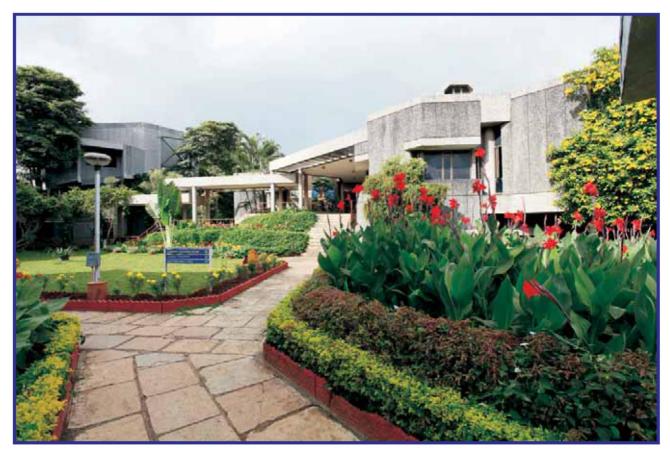


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INTRODUCTION

National Insurance Academy (NIA) was established in 1980, by the Public Sector Life Insurance and General Insurance Companies with active support from the Government of India primarily as a training institute for senior executives of insurance industry. NIA offers extensive training, research, education, consultancy and publications in the areas of life insurance, general insurance, healthcare management, reinsurance, business economics, banking, accounting, investment, turnaround management, financial controls, risk management, regulatory provisions, human resource and organizational behaviour, information systems, marketing, operations and technology management, strategy and organization.

NIA is conducting a two year, full time Post Graduate Diploma in Management (PGDM). Candidates are selected on the basis of their CAT / CMAT score and through a process of interview. It provides dual expertise in Insurance as well as a functional management area such as Finance, Marketing, Human resources and Information Technology. NIA alumni have been placed with reputed institutions both in India and abroad.

NIA conducts seminars, workshops on various topics of national and international interests related to insurance under the banner of C. D. Deshmukh endowment and other endowments.

NIA's many international affiliations and collaborations include Federation of Afro Asian Insurers and Reinsurers (FAIR), Technical Cooperation Scheme of Colombo Plan (TCS), Institute for Global Insurance Education (IGIE), (formed by CPCU, USA, CII, London and Canadian Institute of Insurance).







MANAGEMENT DEVELOPMENT PROGRAMMES

On Campus Programmes

During the year 2013-14 Academy has successfully conducted 199 Management Development Programmes (MDP) where 4511 executives from public and private sector organizations including 100 overseas executives were trained. The Academy conducted 199 MDPs compared to 243 MDPs conducted in the previous year. The functional areas covered by these training programmes were as follows:

- 1. Programmes for Top Management
- 2. General Management, Education & Training
- 3. Marketing and Public Relations
- 4. Financial Management and Financial Services
- 5. HRM and Industrial Relations
- 6. Information Technology
- 7. Insurance Technical for Life and General
- 8. IT for Life & General Insurance Companies
- 9. Risk Management

The average participation during 2013-14 worked out to 22.67 as compared to 23.69 in the year 2012-13. The number of participants for MDP from the year 2009-10 to 2013-14 is given in Figure-1.

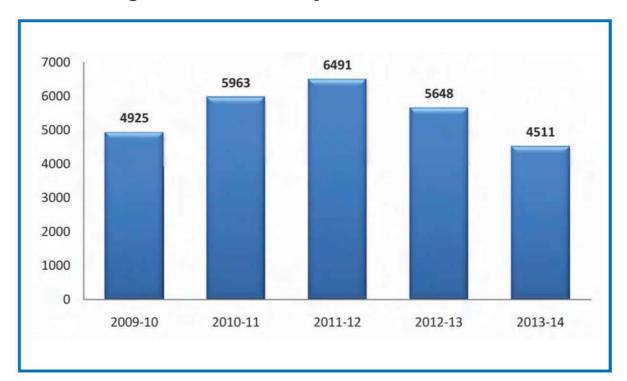


Figure 1: Number of Participants for MDP over the Years



The summary of these programmes is furnished hereunder in Tables 1 and 2 and details of the same are furnished in Annexure.

Table 1: Break-up of MDPs (Life, Non-Life & Combined)

Particulars	No. of Participants	No. of Programmes	No. of Programme Weeks
Life	1250	56	63
Non-Life	2638	114	87
Combined	623	29	32
Total	4511	199	182

Table 2: Organization-wise number of participants at Programmes

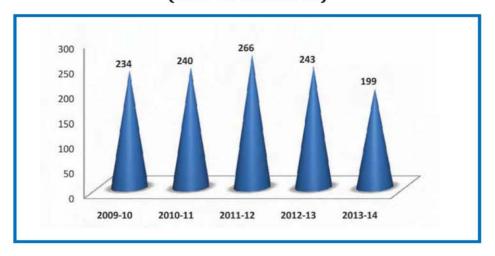
Particulars	Prog	gramme		Organization-wise number of participants at Programmes							
	No	Weeks	LIC	GIC	NIC	NIA	OIC	UII	ОТН	OVR	TOTAL
Life	56	63	1223	2	0	0	0	0	12	12	1250
Non Life	114	87	1	145	303	651	426	863	165	84	2638
Combined	29	32	200	5	15	22	26	79	273	3	623
Total	199	182	1424	152	318	673	452	942	450	100	4511

Abbreviations:

Life Insurance Corporation of India	LIC	Oriental Insurance Co. Ltd.	OIC
General Insurance Corporation of India	GIC	United India Insurance Co. Ltd.	UII
National Insurance Co. Ltd.	NIC	Other	ОТН
The New India Assurance Co. Ltd.	NIA	Overseas	OVR

NIA also organizes company specific programmes as and when such requests are made by the companies. During 2013-14 the number of such company specific programmes conducted was 15. Following Figure 2 depict the number of programmes conducted from the year 20009-10 to 2013-14.

Figure 2: Number of Programmes Conducted (2009-10 to 2013-14)





The number of programmes during 2013-14 has come down from 243 in the previous year to 199 in the current year mainly because of discontinuance of induction programme for public sector probationers. The category wise participation for the Life, Non-Life and Combined programmes from the year 2009-10 to 2013-14 is given in figure 3.

4000 3500 3000 2500 Life 2000 ■ General 1500 1000 500 0 2010-11 2013-14 2009-10 2011-12 2012-13

Figure 3: Number of Participants (2009-10 to 2013-14)

Off Campus Programmes

In addition to Annual Calendar programmes, NIA conducted two programmes on the request of the companies, which includes 1 overseas programme. The details of "on-request" programme conducted within India during 2013-14 is given in Table 3 as follows:

Sr. No. Name of the Programme Dates Co-ordinator

O1. Programme on Introduction to General Insurance for Cholamandalam MS General Insurance Co.ltd., Chennai Chennai Co-ordinator O2.09.2013 Dr. P.C. James to & Wr. Abhijeet Chattoraj

Table 3: On-request Programmes conducted within India

While the following graph depicts the "on-request" overseas programmes conducted during the last five years, the Table 4 provides the list of such programmes conducted during the current year.

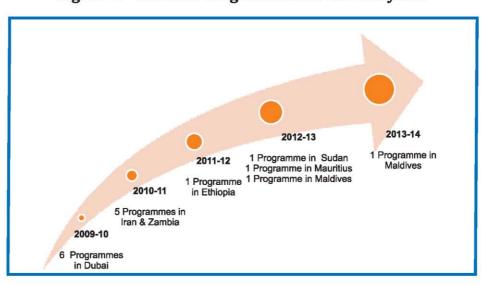


Figure 4: Overseas Programmes for last five years



Table 4: On-request Programmes conducted overseas

Sr. No.	Name of the Programme
01.	Programme on Reinsurance Account and Life Insurance Accounting for Allied Insurance Company of the Maldives Pvt. Ltd., Maldives – 3 days from 17.08.2013-19.08.2013 by Mr. S.S. Nadkarni and Mr. Ravindranath Nayak

POST GRADUATE DIPLOMA IN MANAGEMENT (PGDM)

The two year programme of Post Graduate Diploma (AICTE Approved) is the flagship programme of the Academy. This programme has also received approval of MBA equivalence from Association of Indian Universities (AIU). The programme meant to develop future insurance leaders, attempts to inculcate knowledge, skills, human values and professional ethics in the students through a curriculum that balances academic rigour with co-curricular and extra-curricular activities. While 70 students were admitted into Batch 2013-15, 64 students of Batch 2012-14 graduated during the year.

Admission to PGDM

Admission to the course is based on two stage screening process. The first stage screening is based on CAT/CMAT/XAT scores of the candidates, earlier academic performance in Xth, XIIth and Graduation. Students scoring marks higher than the pre-decided cut-off are called for Group Discussion and Personal Interview which constitutes the second stage of screening. Based on the performance in both stages of the screening process, final list is prepared for admission into the course.

The programme commencing July 2014 attracted 278 applications as against 221 applications received in previous year. Weightages adopted for different parameters in both the years were as per Table 5:

Table 5: Admission Parameters

		2014-16	2013-15	
Criteria		Weight-age (%)		Weight-age (%)
Academic - Graduation - HSC - SSC	10% 05% 05%	20%	15% 10% 05%	30%
CAT/CMAT/XAT		50%		30%
Group Discussion & Personal Interview Work Experience		30% -		30% 10%

Some highlights of the latest admission process are furnished below:

The Academy's admission process for the Batch 2014-16 complies with the reservation provisions as per rules of Government of India. The following Table 6 depicts the category-wise cut-offs and number of candidates to whom offer letters were sent for admission:



Table 6: Category-wise Cut-offs and No. of Candidates Admitted

	General Category	OBC- NC	SC/ST
Overall cut-off for selection	75%	70%	50%
No. of Admissions	83	13	5

The break-up of the above students category-wise, gender-wise and entrance exam wise are tabulated in Table 7 and Table 8:

Table 7: Break-up of Students Admitted (Category-wise & Gender-wise)

Break-up of students who joined in July 2014					
	Male	Female	Total		
General	66	20	86		
NC-OBC	8	2	10		
SC	4	1	5		
ST	-	-	-		
Disabled	-	·-	-		
Total	78	23	101		

Table 8: Break-up of Students Admitted (Entrance Exam-wise)

Break-up of students as per Entrance Exam taken				
	Male	Female	Total	
No. of CAT takers	27	7	34	
No. of XAT takers	5	4	9	
No. of CMAT takers	46	12	58	
Total	78	23	101	

The number of students who finally sought the admission is 86.

Registration and Orientation Programme (Batch 2013-15)

The orientation programme of one week for the new Batch 2013-15 was held from 1st July 2013. Mr. Arvind Kumar, JS, MoF, Government of India and the then Interim Director inaugurated the Orientation Programme. A dialogue with the Faculty Members, Placement Officer, Controller of Examinations, Chief Librarian, Computer Centre officials formed a part of the orientation programme.



Profile of the Students

The Academy has been attracting students to its PGDM course from different educational streams. The following Figure 5 depicts the qualification profile of the Batch 2013-15 whereas Figure 6 depicts the qualification profile of the students from the beginning of the course.

Figure 5: Qualification Profile-Batch 2013-15

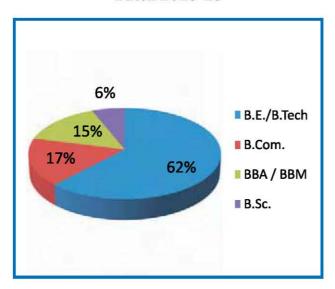
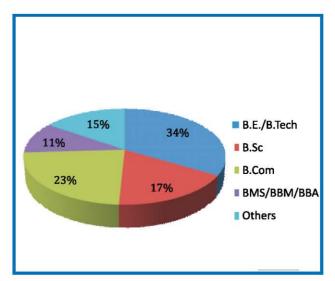


Figure 6: Cumulative Batch Qualification Profile



Curriculum & Pedagogy

The curriculum of the course has been devised not only to inculcate knowledge and in-depth understanding of different functional areas, but also to introduce the students to techniques and skills required for a successful performance. It attempts to develop managerial / professional skills in the students by polishing their innate abilities and attitudes. It also imparts the values required for leadership. Thus attempts to lay a sound foundation for a successful career. The basic principles of Insurance, Behavioral Sciences, Marketing, Finance, and Information Technology are taught in the context of management.

The curriculum of the course consists of core subjects and elective subjects. Core subjects are compulsory for all students and form 89% of the total curriculum. The two year PGDM course comprises of six trimesters, three in the first year and three in the second year. Each trimester is of 12 to 14 weeks duration with intense academic work for the student. The elective courses are offered in the second year. Students have to opt for 2 electives in trimester four and 1 each in trimester five and six. Apart from this, the student has to complete 8 week Summer Internship Programme (SIP) to qualify for the award of Diploma.

Academic excellence is fostered through innovative teaching methods. The gamut of teaching methods at NIA includes optimization of diagnostic testing, problem solving and decision making techniques. Extensive use of audio-visual aids and computer based learning methods, promote creativity, curiosity and inter-personal development. Apart from the classroom, learning happens at NIA through various laterals, viz. panel



discussions, academic forums, weekend projects, guest lectures and continuous interaction with peers so that the students are well prepared to take on the challenges that the dynamic global business environment presents today. Unique initiatives of Insurance Laboratory and live projects help the students in bridging the gap between theory and practice.

The pedagogy applied comprises:

- 1. Case Study / Quiz
- 2. Insurance Laboratory (INLAB)
- 3. Use of Information Technology (viz. Blogs, Wiziq, Udemy)
- 4. Digital Library
- 5. Self Evaluation
- 6. Workshop mode for "Personal Financial Planning"
- 7. Industry Interface

Evaluation

The students' performance in the course is evaluated not only through the term-end examination but also continuously. Both the components viz. continuous evaluation and term-end examination have equal weightage and form integral parts of course evaluation. Continuous evaluation comprises tests, quizzes, home assignments, term reports, individual as well as group exercises, classroom participation, online problem solving exercises, etc.

Grading

Keeping in tune with the best practices of leading management institutes in India and abroad, letter grades are awarded to a participant for each of the PGDM course on a ten point scale. Based on the letter grades, Cumulative Grade Point Average (CGPA) is calculated. The students are issued grade sheets at the end of each year.

Guest Lectures

It has been the practice of the Academy to bring the students face to face with eminent contemporary personalities. Guest lectures are regularly organized so that students benefit from the experience and wisdom of the speakers. Speakers from variety of fields, academicians, officials from government bodies, practitioners from public and private sector insurance companies, financial institutions, IT and broking companies and corporate world visit the campus and enlighten students. These guest lectures form an integral source of learning for the PGDM students. During 2013-14 the following dignitaries visited the campus and addressed the PGDM students:





- Mr. N.M.Govardhan, Ex-Chairman IRA, Ex-Chairman LIC
- Mr. Dhananjay Date, MD, Swiss Re India Ltd.
- Mr. S.S. Gopalarathnam, CEO, Chola MS General Insurance Co. Ltd.
- Prof. G. Ramesh, IIM-Bangalore
- Dr. NC.S.R.Murthy, Senior Scientist, NRSC
- Mr. Vinod Mehta, Insurance Domain Leader, IBM India Pvt. Ltd.
- Ms. Lalita Ravindran, Head (Business Analysis Research & Innovation Services) Syntel
- Mr. U. Jawaharlal, Editor, IRDA Journal
- Mr. Anand Pejawar, Executive Director, SBI Life Insurance Company Ltd.
- Mr. S.B. Mainak, Managing Director, Life Insurance Corporation of India

Student Activities

HR Summit

A regular annual event organized by the students to bring HR leaders to delve upon the contemporary HR issues. Today's times are times of rapid changes. HR has a significant role in managing changes. These changes are required not only to be anticipated and managed but also have to be driven. Human resource management embodies a set of subtle practices that fosters changes.



The theme for the HR Summit - TATVA 2013 held at NIA, Pune, on 6th September, 2013, was "Culture for Innovation-Shaping the Future"

which provided a platform to discuss the values and practices in the industry which drive innovations for sustainable growth. Eminent speakers from HR field including CEOs of organizations deliberated on various sub themes like how to build culture that fosters innovation, HR as a Core Strategy and Strategic Relationship Management.

Insurance Summit

The Insurance Summit (another Student driven initiative) - the flagship event of NIA is forum where the leaders of insurance industry and financial sectors discuss and brain storm critical issues challenging the industry. The Summit aims to assess the potential and the contours of industry's emerging landscape with focus on its future development. It generates ideas beneficial to the industry leaders, practicing managers, consultants, academicians, business analysts, students and opinion makers, thus adding real and substantial value.



Students of NIA have been successfully organizing the summit for the last 9 years. This year it was held on 15th October 2013 at Vivanta by Taj President, Mumbai on the theme "Potential to Profits-Capitalizing on Demographic Dividend". More than 100 delegates attended the Summit. Despite a decade of liberalization, low insurance penetration and low density of insurance in India are issues perplexing the community of leaders. The Summit deliberated on what keeps customers away from participation, and what the models are for future to ensure greater participation.



JIGYAASA'13-Intra-College Management Festival

"Jigyasa", an intra-college event to showcase the talent, ability, creativity, teamwork, managerial skills, was successfully organized by the students in NIA Campus on 31st August 2013. Events like quiz, paper presentations on Insurance and general management and technological topics and games were conducted. 75 students participated in the festival.



Manthan 2014 - Inter-College Management Festival

Another student driven festival of the academy Manthan 2014 - Inter-College Management Festival was held on 7th and 8th March, 2014 in NIA campus. Academic competitions and cultural performances were organized as part of this festival. The competitive events - Gyananam, Takshati, Neetishastra, Chitralekha, Abhivyakti, Drishtikon, Arthkshema, Mulyankan, Bandish, Khsankar, Solomon's Trail were



intensely competed for by 173 students (40 teams and 18 students individual events), of which 127 were from other colleges.

Winter Sports

Winter sports was held on 8th to 14th February 2014 at NIA which included games such as Football, TT, Pool, Badminton, Volleyball, Cricket. Certificates were awarded along with medals to the first two winners in all the events. The prize distribution ceremony was held on 22nd March 2014 along with the farewell event of PGDM 2012-14 Batch. Mr. K. Raghunath, Chief of Reinsurance at Mahindra Insurance Brokers Ltd. awarded the medals and certificates to the winners and runner ups.

Cultural Events

The NIA campus always buzzes with the cultural festivities organized by PGDM students and supported by active participation from campus dwellers. Glimpses of such cultural activities during 2013-14 are presented below:

- Independence Day
- Ganesh Chaturthi Celebrations
- Holi Celebrations
- Tree Plantation activities
- Janmashtami Celebrations
- New Year Eve Cultural Evening







Blood Donation Camp

Students organized a Blood Donation Camp on 15th August 2013 in the campus along with Pimpri Serological Institute.

Socially Relevant Activities

The Academy, an institute of National Importance, under the aegis of the Ministry of Finance, Government of India, and being sponsored by the Public Sector Insurers, recognizes its social responsibility. As such, all activities with social content are given prominence and priority. NIA PGDM students are working in tandem with an NGO for creation of Insurance Awareness in the villages surrounding Pune. Students have also participated in the Literacy Campaign and Health Awareness drives in these villages. Three villages in the



vicinity of Pune -Nanegaon, Kulthe, Hotle, and Paud were visited by three of our students Mr. Rahul Ugile, Mr. Sameer Sapdhare, and Mr. Abhishek Atre on 24th and 25th of June 2013. They contacted the Gramsevak who could mobilize people with whom they could discuss health insurance. They also discussed this with the NGO "Sadhana Village". They met the Self Help Group representatives in Paud village through Dr. Sachin Nagarkar, Practicing Allopath, who was instrumental in implementation of Rashtriya Swasthya Bima Yojana (RSBY).

Final Placements

The final placement for the second year PGDM batch was organized wherein 12 companies participated in the placement process and offered jobs to 64 students. The prominent recruiters in campus included GIC Re, New India Assurance Co. Ltd., United India Insurance Co. Ltd., National Insurance Co. Ltd., The Oriental Insurance Co. Ltd., Cognizant Technologies, IBM, Syntel. The status of acceptance of offer is given in Table 9, sector-wise placement in Table 10 and salary offered in Table 11 is given below:

Table 9: Status of Acceptance of Offer

Functional Area	No. of Students Selected	% of Students
New India Assurance Co. Ltd.	9	14
United India Insurance Co. Ltd.	9	14
National Insurance Co. Ltd	9	14
Oriental Insurance Co. Ltd	9	14
GIC Re	12	18
Cognizant Technologies	1	2
IBM	3	5
Syntel	6	9
Infosys BPO	1	2
Magma HDI General Insurance Co. Ltd.	2	3
Unison Insurance Broking Services Pvt. Ltd.	2	3
Ideal Insurance Brokers Pvt. Ltd.	1	2
Total	64	100



Table 10: Sector-wise Placement

Functional Area	No. of Students	% of Students
Insurance	48	75
Information Technology	11	17
Broking	5	8
Total Students	64	100

Table 11: Salary Offered in ₹ Lakhs Per Annum

Package	Batch 2012-14	
Highest	₹ 8.75 Lakh	
Average	₹6.11 Lakh	

Figure 7 depicts sector-wise absorption of the NIA's PGDM students till date.

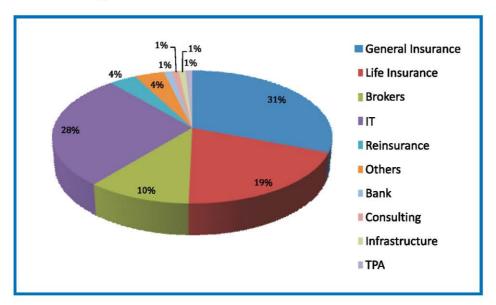


Figure 7: Sector-wise Placement for Batches

Summer Internship Programme

Summer placement process was organized in the month of November 2013. All public sector general insurance companies as well as private insurance companies, IT and other companies accepted all 70 students for their SIPs. In all 15 companies participated in Summer Internship Programme.

The Summer Internship Programme of the Academy aims to integrate classroom learning with practical experience. Every student is required to complete eight weeks of Summer Internship Programme (SIP) to qualify for the Diploma. After completing the three trimesters of the first year, each student is placed with an organization with a specific assignment on which the student has to work and report. The objective is to expose



students to the dynamics of an organization and the market. The project work is an integral part of the academic curriculum and must be completed satisfactorily.

Convocation

Convocation for conferring the Diplomas to 32 students of 8th Batch (2011-13), was held on 10th January 2014. The grand event was graced by the Honourable Minister of State for Finance, Government of India, Mr. Namo Narain Meena as Chief Guest. In his inspiring speech exhorting the students to excel, Mr. Namo Narain Meena spoke about the insurance sector growth and the opportunities to the students. Particularly he was appreciative of the performance of the girl students of the academy. The auspicious ceremony was also marked by the august presence of Mr. S. K. Roy, Chairman, LIC as Guest of Honour and Mr. G.Srinivasan, Chairman-cum-



Managing Director, New India Assurance Co. Ltd. and Chairman Governing Board NIA, bestowed their wishes and wisdom on the students when students have just begun their new journey. The momentous ceremony was attended by several dignitaries and the proud parents of the graduating students. It was an occasion to honour the talent. The Honourable Minister of State for Finance Mr. Namo Narain Meena conferred the top performers with Gold Medals/Awards as per Table 12:

Table 12: Gold Medals and Awards

Sr. No.	Medal / Award	Field of Excellence	Name of the Student
1	Ram Moghe Memorial Medal	Life Insurance	Ms. Nikhita Rao
2	JB Boda, DB Boda Medal	General Insurance	Dr. Vinita Rana
3	Lingraj Mishra Medal	Quantitative Techniques	Ms. SarijaAgarwal
4	Mahadev N Parchure Award	Business Insurance and Law	Dr. Vinita Rana
5	ISACA Medal	Excellence in IT	Ms. Nikhita Rao
6	National Insurance Academy Medal	Best Academic Merit	Ms. Nikhita Rao
7	Aziz Ansari Medal	Best All-round Student	Ms. NikhitaRao

INTERCOLLEGIATE COMPETITION

Our students actively participate in the competitions organized by other institutions and win laurels. Some such competitive successes are listed below:

Economics Quiz

A Quiz on Economics was organized by Manghanmal Udharam College of Commerce, Pune and Ms. Utsa Sen and Mr. Suvendu Pradhan participated in the competition and secured 4th position.





Marketing Strategy

A Quiz on Marketing Strategy was organized by Symbiosis Center for Information Technology, Pune. Mr. Suvendu Pradhan, Mr. Swagat Pattnaik, Mr. Saurabh Urkudkar & Mr. Ankit Gupta participated and secured 1st position in the competition.

Essay Competition

In June 2014 Ms. Preeti Priyanka, student of Batch 2012-14, was awarded in an Essay Writing Competition conducted by Insurance Times. For her Essay on "Micro Insurance & Millennium Development Goals of UNO" she received a cash prize of Rs. 10,000/- at the hands of Shri T. S. Vijayan, Chairman, IRDA of India.



Pravartak

Pravartak, a journal on Insurance and Risk Management, another important student driven initiative, saw successful publication of two issues during the year. The journal gives an excellent opportunity to the students of the Academy to exhibit their talent and hone their skills.



Functional Areas

The PGDM syllabus covers eight functional areas viz: Insurance, Finance, General Management, Human Resource Management, Information Technology, Marketing, Organizational Behaviour, Quantitative Techniques and Actuarial Sciences.

Insurance	Finance
Risk Management and Insurance Life Insurance I Motor Insurance Life Insurance II Fire and Consequential Losses Engineering (Operational and Project) Life Insurance III Marine Cargo Insurance	Corporate Financial Reporting Cost Management Corporate Finance Taxation Security Analysis and Portfolio Management Project Appraisal, Financing & Management Derivatives Management International Finance
Health and Personal Lines Insurance	Human Resource Management
Miscellaneous Insurance Liability Insurance Marine Hull Insurance Reinsurance Oil and Energy, Aviation Insurance and	Human Resource Management Performance and Reward Management Employee Resourcing and Development Organization Development Labour Laws and Industrial Relations



General Management	Information Technology
Business Communication Micro Economics Business Research Methods Services Operations Management Macro Economics Legal Aspects of Business Social and Political Environment Business Strategy and Corporate Planning Business Ethics and Corporate Governance	Managerial Computing IT and MIS Business Intelligence Technologies Web Business Engineering RDBMS-ORACLE Information Systems Audit and Financial Modeling using Excel Work Flow and Business ProcessManagement
Marketing	Organizational Behaviour
Marketing Management I	Individual and Group Behavior Organization Theory and Design
Marketing Management II Financial Services Marketing Sales and Distribution Management International Marketing Advertising and Publicity	Quantitative Techniques and Actuarial Sciences:
	Quantitative Techniques 1 Quantitative Techniques 2 Acturial Science in Insurance Survival Analysis

The compulsory and elective subjects are listed below:

COMPULSORY:

Term I	Term II	
Corporate Financial Reporting Business Communication Micro Economics Quantitative Techniques 1 Managerial Computing Risk Management and Insurance Marketing Management I	Cost Management Business Research Methods Quantitative Techniques 2 Life Insurance I Motor Insurance Marketing Management II Individual and Group Behavior	
Term III	Term IV	
Corporate Finance IT and MIS Life Insurance II Fire and Consequential Losses Engineering (Operational and Project) Services Operations Management Organization Theory and Design Macro Economics Legal Aspects of Business	Human Resource Management Life Insurance III Social and Political Environment Marine Cargo Insurance Health and Personal Lines Insurance Miscellaneous Insurance Taxation	



Term V	Term VI
Business Strategy and Corporate Planning Liability Insurance Marine Hull Insurance Acturial Science in Insurance Reinsurance Oil and Energy, Aviation Insurance and Mega Risks	Business Ethics and Corporate Governance Business Intelligence Technologies Financial Modelling using Excel Survival Analysis

ELECTIVES:

Elective 1	Elective 2
Security Analysis and Portfolio Management Performance and Reward Management Fianancial Services Marketing Web Business Engineering	Project Appraisal, Financing & Management Employee Resourcing and Development Sales and Distribution Management RDBMS-ORACLE
Elective 3	Electives 4
Derivatives Management Organization Development International Marketing Information Systems Audit and Cyber Risk Insurance	International Finance Labour Laws and Industrial Relations Advertising and Publicity Work Flow and Business Process Management

AlumNIA Activities

Alumni are one of the major assets of the Academy. AlumNIA was established with a vision to advance and promote the interest of NIA by connecting the Alumni with each other and with the Alma Mater. It serves as a foundation to foster development of members by providing a forum to enhance business relationships as well as rekindle the old ones. It aims to create a dynamic space for all members and maintain a vital presence at NIA. It also aims to provide endless opportunities for both the AlumNIA and NIA to strengthen their footing in the insurance industry.

The Academy has network of alumni with an active membership of around 432 Alumnus. The Centre maintains an exclusive icon for Alumni on www.niapune.com. It organizes the annual reunion `SAMAGAM'. This year AlumNIA organized `SAMAGAM' on 19th April 2014. Besides encouraging the chapters in their activities they are involved in activities related to placements, organizing guest lectures, etc.

RESEARCH CENTRE FOR Ph.D.

NIA is a recognised Centre for Doctoral studies of the prestigious Savitribai Phule Pune University formerly known as Pune University.



RESEARCH & PUBLICATION

Apart from NIA's own in-house publications like Bimaquest, Dnyanajyoti Research Series (DJRS), Pravartak, research monograms and working papers, NIA encourages its Faculty and Research Associates to undertake commercially viable stand alone or institutional action research projects, publish them in referred journals and present the concepts at national and international seminars. All research projects are referred to at least six subject matter specialists or industry leaders before publication. NIA has a cadre of Research Associates drawn from the insurance industry and its own core professionals. Research and consultancy are components of faculty performance benchmark.

Research Projects completed at NIA in last one year are:

- Impact Assessment Study of Life Insurance Policies among the members of Society of Elimination of Rural Poverty (SERP) for SERP, Govt. of AP, India
- > Study on "Operationalization of Comprehensive Social Security Scheme for the Unorganized Sector" for the Department of Financial Services, Government of India

Research Projects still in progress since last year:

- > IRDA sponsored committee work on Protection of Policyholders
- ▶ GIC Responsored research on Geocoding for property insurance
- > GIC Responsored research on scientific PML (probable maximum loss) estimation
- For Government of Maharashtra, project on Disaster Management
- United India Insurance Company sponsored project on Existing Product Mapping and Upgrade/New Product Development.

The following paragraph lists some of the important academic pursuits of NIA's Faculty and Research Associates during the year 2013-14, on the basis of information provided by Faculty Members and Research Associates:

Articles-

- 1. P. C. James, "Recipe for a Bright Future Non-Life Insurance in India" at IRDA Journal (June 2013).
- 2. P. C. James, "In Pursuance of Universal Health Insurance in India Through Private Health Insurance?" at IRDA Journal (January 2014).
- 3. P.C. James, "Insurance Education amidst the Green (NIA)" at Asia Insurance Review (January 2014).
- 4. P. C. James, "Insurers should have a 360 degree look at Risk Management" at Asia Insurance Review (January 2014).
- 5. P.C. James, "Overview of Health Insurance for Insurers" at Pravartak Journal (February 2014)
- 6. P. C. James, "Catalysts for Economic Development Insurance Brokers" at IRDA Journal (April 2014)

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- P. C. James, "Claim Settlement in the Insurance Value Chain Need for Better Transparency" at IRDA Journal (June 2014)
- 8. Saji Paul, Mr. P. Muraleedharan & Mr. Sumesh Sheth, 'Advances in Biological research' in The IRDA journal (Feb 2014)
- 9. Mr. P. Ponpandian, Dr. S Uma, 'Investment of Financial Institutions and their Regulatory Framework' in BimaQuest (January, 2014)

Research Papers-

- D. Vijayalakshmi, Dr. S. Doss, "Evaluation of Asset-Liability (ALM) Models for pension products", IRDA Journal (January 2014).
- 2. Dr. S Doss, "Development of Risk Based Rating Model in Motor Insurance Pricing using GLM" at APRIA Conference, held at St. John Institute of Risk Management at New York (USA) (30th July 2013).
- 3. Sumesh Sheth, 'The "3A" effect' at IRDA Journal in August 2013
- 4. Sumesh Sheth, 'Health Insurance business from a Life Insurer's perspective' at Yogakshema (August 2013).
- 5. Sumesh Sheth, 'Advances in Biological Research' IRDA Journal (February 2014)
- 6. Sumesh Sheth, 'BUDDING ACTUARY' at The Actuary (March 2014)
- Sumesh Sheth, 'Key issues in covering Life and Health risks in Afro-Asian countries' FAIR-NIA Seminar on "Risk Management (7th to 9th Nov 2013)
- 8. Sumesh Sheth, 'Dual effect of Information Technology on the Actuarial role' at Shri J. T. Ranadive Memorial Seminar on 16 December 2013
- 9. Sumesh Sheth, "Impact of regulations on "Life risks" cover business in India", at the 2nd International Conference on Multidimensional Finance, Insurance and Investment held in the University of Bahrain, (25-27 November 2013).

Case Study-

Singh, Archana, Sharma S V, Uma S., and Chaudhari, Sushama (2014). "AbhayaHastham, Micro Pension Scheme: A Case Study" Bimaquest, Vol 14, Issue 1.

Research Project-

Research Project initiated / ongoing during the year 2013-14

- 1. PCJames:
 - Team Member IRDA sponsored committee work on Protection of Policyholders
 - Team Leader UIIC sponsored project on Existing Product Mapping and Upgrade/New Product Development



- Team Leader Research Project on Hazard Mapping based on geocode sponsored by GIC Re in collaboration with Science and Technology Park. The project is initiated and the proof of concept is expected to be complete in 5-6 months.
- Team Leader Research Project on PML practices sponsored by GIC Re. The project is initiated and is in its initial phase

2. D. Vijayalakshmi:

Team Member - IRDA sponsored committee work on Protection of Policyholders

3. Dr. Sushama Chaudhari:

- Member- IFMR- NIA Research Project
- Organizational Norms, Learned Helplessness and Locus of Control in General Insurance Industry: A Study
- Action Learning: and Leadership Development: Evidence from Field
- Work Life Balance in Insurance Industry: A Cross Cultural Perspective

4. Dr. S Uma:

- Team Member Research Project on Hazard Mapping based on geocode sponsored by GIC Re in collaboration with Science and Technology Park, Park. The project is initiated and the proof of concept is expected to be complete in 5-6 months.
- Team Member Research Project on PML practices sponsored by GIC Re. The project is initiated and is in its initial phase
- Team member Consultancy project on Actuarial Liability Estimation of Deposit Insurance Funds

Dr. S Doss:

 Team Member - UIIC sponsored project on Existing Product Mapping and Upgrade/New Product Development.

6. Dr. Shalini Tiwari:

- Team Member IRDA sponsored committee work on Protection of Policyholders
- Team Member UIIC sponsored project on Existing Product Mapping and Upgrade/New Product Development

7. Sumesh Sheth:

- Implication of biological advances for Insurance
- Long term health care financing
- "NIA: Handbook of Indian Insurance"—A concept paper is circulated awaiting responses

8. Girijesh Pathak:

Development of a Mixed Radix Algorithm for Classification of Entities

Satyendra Singh:

 Team Member - Research Project on PML practices sponsored by GIC Re. The project is initiated and is in its initial phase



10. Dr. Vaishali Bhambure:

- Team Member IRDA sponsored committee work on Protection of Policyholders
- Team Member UIIC sponsored project on Existing Product Mapping and Upgrade/ New Product Development.

Research Project completed during the year 2013-14

- 1. Dr. Sushama Chaudhari:
- Dr. Sushama Chaudhari, Completed consultancy assignment on Competency Assessment of Senior Management Officials for Agriculture Insurance Co. Ltd.
- 2. Dr. S Doss:
- "Estimating Actuarial Liability of Deposit Insurance Fund, for DICGC, using Credit Rating / Econometric Models.
- 3. Dr. Shalini Tiwari:
- NIA-IFMR joint study on operationalization of comprehensive social security scheme for the unorganized sector

IT:

- Girijesh Pathak, 170 discussions on https://www.udemy.com/service-operationsmanagement-back-to-basic/, an online facility created to supplement teaching "Service Operations Management" PGP students
- Blogs/ MOOC By Girijesh Pathak,: Following new blogs have been created and maintained for achieving high level of participants engagement in various training programmes:
 - o a. www.nia-da.blogspot.in
 - o b. www.nia-isa.blogspot.in
 - c. http://nia-daexercise.blogspot.in/

Guest Session-

- P C James, Moderator for 7th India Rendezvous 2014 organized by Asia Insurance Review on the topic "Back to Basics and Going Beyond - Entrenching Professionalism in the Market"
- M C Patwardhan Chaired the technical session on "Financing of Elections in India" on 6th September, 2013 at Two Day National Seminar on "Political and Judicial Perspective on Electoral Reforms in India" organized by Center for Public Law, ILS Law College, Pune
- Dr Shalini Tiwari, Delivered a guest session in the Faculty Development Programme (FDP) organized for around 50 management faculty of Sinhgad Management Institutes on 10th August at 2013 Sinhgad School of Business Studies.
- Deepak Sangal, Delivered lectures at IIM INDORE for final year students under their elective "Management of General Insurance Business II" from 16.02.2014 to 20.2.2014. Also conducted Term End Exam and quiz for this elective at IIM – INDORE
- Deepak Sangal, Delivered lectures on Flood Prodfing, Flood Fighting on 16.9.2012 for Assistant Directors of Central Water Commission At National Water Academy – Pune



Other-

- D. Vijayalakshmi, Designed and conducted a Life Insurance Appreciation Programme for Joint Director level officer of Postal and Telecommunication Department, Government of India.
- SS Nadkarni, SP Nanda involved in restructuring of Brokers Examination
- Dr. Sushama Chaudhari, Participated in Six months NVC Leadership Programme (modular) organized by Joy and Living Foundation. Auroville from December 2013 to April 2014
- Dr. Shalini Tiwari, Core Coordination Committee member for IRDA's GROs MEET on 19th
 December 2014 and IRDA's Meet with Ombudsman on 20th December 2013
- Dr. S Uma, Participated in the Conference on Risk Modelling by Air Worldwide
- Dr. Shalini Tiwari, Co-Coordinator for Insurance Summit 2013
- Dr. Shalini Tiwari, Core Coordination Committee member for Financial Inclusion Seminar, 14th June 2013
- Dr. Shalini Tiwari, made presentation for the Esteemed Delegation from UK visiting NIA in connection with the Actuarial Study Course, January 2014 and from CII, UK visiting NIA in connection with the accreditation, April 2014
- Sumesh Sheth, Participated in IGIDR (by RBI, India) research proposal competition
- Archana Singh, attended Workshops (in personal capacity)
 - Non-Violent Communication Leadership Training Program, organized by Joy of Living Learning, Auroville, held in Mumbai, India, December 28 to April 28, 2014
 - The ICMIF Micro insurance Workshop "Putting Practice into Perspective", New Delhi
 -India, October 21-22, 2013

Achievements-

- Ravindranath Nayak Completed Diploma in Insurance from Chartered Insurance Institute, London
- Sumesh Sheth, Winner of CD Deshmukh Essay competition, January 2014
- Sumesh Sheth, Selected as Member-Mentor Councils for Banking Financial Service & Insurance Sector by Ministry of Labour & Employment, Government of India

Examinations

NIA conducts following examinations:

- Brokers Examinations NIA is the only body in India recognized by IRDA of India for conducting Brokers' examination. During the year NIA conducted 5 (Five) examinations. 1265 candidates appeared for the examination and 1006 passed. NIA also undertakes preexamination training programmes for such candidates.
- AICPCU NIA is a member of the Institute of Global Insurance Education (IGIE), which has
 affiliations with CPCU USA, CII-London and Canadian Institute of Insurance. NIA has been
 authorized by the Institute of American Institute of Chartered Property and Casualty



Underwriters (AICPCU) and IGIE, to conduct Online Examination for General Insurance and Life Insurance as Foundation Programme. During the year 16 candidates appeared for the examination of which 11 candidates successfully cleared the examination.

 Actuarial Examination – NIA is a Centre for examination of Institute of Actuaries of India for CT /BAM.

The following examinations were also conducted by NIA:

- a. The Chartered Insurance Institute (CII) Twice in a Year (April and October).
- Screening Exercise of Promotion of Executives of GIPSA 12.04.2013 to 13.04.2013 and 19.04.2013 to 20.04.2013
- c. Pre-promotional Examination for IRDA, GIC Re, AICIL and GIPSA

NIA'S OTHER PURSUITS OF ACADEMIC EXCELLENCE

Seminars / Conferences / Workshops

In order to enrich and empower NIA participants and students to gain a comprehensive knowledge of the business environment and to strategize for managing the challenges of the business, several seminars and workshops were conducted during the academic year. Among them the prominent one was "A Seminar on Financial Inclusion - Millions to Cover - Reaching the Unreached through Insurance. Eminent speakers from LIC, IRDA, E&Y, IIM-A, IIM-B New India, Sa-Dhan, Central Bank, AICL, Deloitte, Towers Watson, TATA AIG, SEWA Bank, Gokhale Institute, Future Generali, KPMG, NLU, United, BAIF, SUD Life addressed the delegates. Eighty

Nine delegates from National Insurance, New India, United India, Oriental Insurance, GIC Re, AICL, III, SBI General, Bank of Maharashtra, Oriental Bank of Commerce, IRICS, Bajaj Allianz attended the seminar.

National Insurance Academy in collaboration with the Federation of the Afro-Asian Insurers & Reinsurers organized a NIA-FAIR International Seminar on 'Risk Management Mastering Risk to Manage Our Future' from 7th to 9th November 2013. The Seminar was attended by the distinguished delegates from many countries including Bangladesh, Sri Lanka, Nepal, Kenya, Egypt, Dubai, Eritrea, Thailand, apart from insurance practitioners, academicians and students from India



The CD Deshmukh Seminar on `Future of Life Insurance: Evolving Business Paradigm



to Capitalize on Regulatory Changes' was organized by the National Insurance Academy on 10th& 11th January 2014. Eminent speakers from LIC, New India, IRDA, III, SBI Life, Towers Watson, Future Generali Life Insurance, HCL, NIA, SUD Life, Central Bank of India, LIC





Nomura Mutual Fund addressed the delegates. The Seminar was attended by the distinguished delegates from many life insurance companies including LIC, Future Generali, SBI Life and Star Union Dai-chi apart from insurance practitioners, academicians and students from India

C.D. Deshmukh Essay Competition:

The C.D. Deshmukh Essay Competition was organized during the seminar. The topic for Essay was "Talent War: Recruitment, Retention and Relationship Building in the Realm of Life Insurance". Five participants of the essay competition presented their essays on the above topic. There were 2 more participants who presented their essays on the topics "Customer Centricity- the Need of the Hour in the Life Insurance Industry" and "Empirical study of Satisfaction of Policyholders Regarding Marketing of LIC In Jalgaon District". All the participants for the essay competition got the participation prize.

The J. T. Ranadive Actuaries Seminar was organized on 16th December 2013 on the occasion of the birth centenary day of Shri. J T Randive. The seminar was mainly focused on Role of Actuaries in Life Insurance, Role of Actuaries in General Insurance and Role of IT in Insurance Industry.



IRDA Events

Grievance Redressal Officers Meet on 19 December 2013:

Consumer Affairs Department (CAD) of IRDA invited the Grievance Officers of all the 52 insurance companies for a meet at NIA on 19th Dec 2013. The purpose was to discuss Consumer Service and Grievance Redressal policies, practices and compliance status of each insurer. The meet was chaired by Member (Distribution)-IRDA Mr. D.D Singh while under the supervision and guidance of Mr. Lalit Kumar, Financial Advisor, IRDA, other officials of CAD conducted the event.

First Meeting of the Advisory Committee:

IRDA constituted an Advisory Committee to revisit the regulations, guidelines and circulars of IRDA on the subject of policyholder protection. The first meeting of the committee was held on November 20, 2013 at NIA Pune.

IRDA's Meeting with Insurance Ombudsmen on 20 December 2013:

IRDA invited all the Ombudsman to NIA on 20th Dec 2013 to understand and discuss constraints in efficient resolution of consumer complaints through Ombudsmen system and systemic issues relating to modification of related regulations. The meeting was chaired by IRDA Chairman Mr. T.S. Vijayan. The Chairman of The Governing Body of Insurance Council (GBIC) Mr. G. Srinivasan also attended the meeting.

UK Delegate Visit to NIA

On 23rd January 2014, A High Level Delegation from U.K comprising 1) Mr. Paul Reynolds, Director of Public



Affairs, Institute and Faculty of Actuaries, London, UK, 2) Mr. Derek Cribb, Chief Executive, Institute and Faculty of Actuaries, London, UK, 3) Mr. Nick Wood, Senior Lecturer in Actuarial Science, Kent University, UK 4) Mr. Ben Aldred, First Secretary, British Deputy High Commission, Mumbai, and 5) Ms. Cynthia Mendes, Assistant to Deputy Director-UKTI, Deputy British Deputy High Commission, Mumbai, had visited the Academy for ascertaining NIA's capability and infrastructure requirements for introduction of the Actuarial Course at NIA. The delegates had visited the entire campus covering Academic Block, Class Rooms, Hostel,



Auditorium and other infrastructure facilities, and had interaction with the Director and the Faculty regarding the tie-up and the type of course that NIA can start with initially. The Delegates had also suggested that the Academy has to finalize the university based at U.K for collaboration in consultation with Institute of Actuaries, U.K. The Delegates had also suggested that the Academy may start initially a 2 years Diploma or Certified Actuarial course and then upgrade into Associate or Fellow level course later.

INFRASTRUCTURE AT NIA

The academy's infrastructure spread over 32 acres of land consists of hostel block with 5 hostels, administrative block, teaching block consisting of 6 modern state-of-the-art classrooms, 8 syndicate rooms, 24 faculty rooms, Multi-purpose Hall, Library, Computer Center, Kitchen, Dining Hall, Cafeteria and Reception, Auditorium with a capacity of 212, Meditation Hall, Gymnasium, Badminton Court, Swimming Pool, 5 Hostels with a capacity to accommodate 172 participants. The campus also has the residential complex with 41 units.

The Academy is working on up-gradation of existing infrastructure in respect of two Amphitheatres, Cafeteria and Dining Hall. Renovation of hostel is also under the plan.

LIBRARY

NIA Library is fully equipped to serve the needs of the students, trainees of MDP and Insurance Industry. It is one of the finest insurance libraries in India with collection of books, journal holdings, VCDs, DVDs in the subject areas of Insurance, Management, Economics, Finance, Law and Information Technology, Actuarial Science. The main goal is to cater to all types of information needs of the users in respect of insurance and allied subjects. Stacking of the research publications is another value addition to the library. The Library also has collection on Literature, History and Personality Development. The following Table 13 is a brief profile of the information resources added during the year as well as cumulative collection:

Table 13: Information Resources

Sr. No.	Type of Resources	Quantity added in 2013-14	Cumulative Collection
1	Books	515	23615
2	Periodicals	121	4000
3	Audio / video CDs	98	119
4	Database (J-Gate, Proquest, J-Store)	3	-
5	Online journals	18	32



Services

Library provides different services as per Table 14:

Table 14: Library Services

Reference Service	Bibliography Service
News Headlines Service	New Arrivals
Current Awareness Service	Photocopying service for PGDM students and EDP
Library orientation session for EDP & PGDM	Digital Reference Desk
Scanner	Bar-coding of library books

IT INFRASTRUCTURE AT NIA

NIA is having Campus-wide Local Area network connecting 400+ computers, 7 servers, routers, switches and other equipments. We have two IT-labs - FAIR IT Park (with 50 PCs) and Drucker IT Park (with 30 PCs). Internet Facility is available for all users through their desktops and for PGDM students using their laptops. Video Conferencing facility is available in the board room which is used for conducting various meetings with MoF (Ministry of Finance) and others.

IT Infrastructure is available as detailed below

- Servers: High capacity Blade servers C7000-BL460 Intel Performance xeon which is having 8 blades
 populated and can be extended upto 16 blades. It is having E5-2665,2.4 GHz, 8 Core processor with OS
 windows server 2012.
- Desktops PCs: Total 400+ PCs of Intel Core i7, i5, Pentium IV processor for staff members, faculty
 members, participants in hostel rooms. PCs are also available in each Class Room, Conference Hall,
 Syndicate Room, Library, Gymkana, Reception, Hostel Reception, Main Gate etc. All PCs are running on
 Window Xp or Windows 7. Other application softwares includes MS office, SPSS, oracle, Tally, Ex, LibSYS
- Local Area Network: Academy is having Local Area Network through-out the campus. 25 + Extreme
 switches are installed in the campus. Switches are connected using copper cables and single mode, multi
 modefibre optic cables.
- 4. IT Labs: Academy is having two IT Labs which are used by participants as well as students
 - FAIR IT Park: Having 50 no. PHP Elite 8300 SFF with Intel Core i7-3770 CPU on Q77 series chipset PCs having 4 GB RAM and 500 GB Hard disk and 19 "LED monitor.
 - Drucker IT Park: Having 30 nos.HP DX 7380 MT P-IV Dual Core with 2 GB RAM, 80 GB Hard disk and 15" TFT monitors
- 5. **Internet Facility:** 10 MBPS leased line from BSNL and 2 MBPS broadband line from BSNL is available for Internet Connectivity. Internet Connectivity is available for all employees of NIA from their desktops and also to participants from desktops provided in hostel rooms. Internet connectivity is available to students through their laptops which are connected to local area network of NIA.
- 6. **Security Solutions:** The Academy is having security solutions like Juniper Firewall , Bluecoat Proxy server and Kaspersky Antivirus.
- 7. **Laptops**:6 Nos. Toshiba Satellite A100 1114D Model Notebook Computers and 6 Nos. HP Probook laptops



- 8. **Printers**:12+nos. Printers (LaserJet, Deskjet)
- 9. **Scanners**: HP Scanjet 7450c (1 No.), HP Scanjet G2410 Flatbed Scanner (1 No.), HP Scanjet G3110 Photo Scanner (2 Nos.)

IT Infrastructure updated in the last year

- 1. **Blade Servers:** High capacity Blade servers C7000-BL460 Intel Performance xeon which is having 8 blades populated and can be extended upto 16 blades. It is having E5-2665, 2.4 GHz 8 Core processor.
- 2. 2 HP LaserJet P1606DN printers.
- 3. High end scanners for multipage document printing HP Scanjet Professional 3000.

PERSONNEL

During 2013-14, seven faculty members joined the Institute on deputation and one Chair Professor in Life Insurance joined in the core team. Five faculty members who were on deputation were repatriated to their organizations.

Officers and Staff Development Activity

In view of the staff development activity, a five-day training programme was conducted from 9th to 13th April 2013 and more than 35employees from various departments participated. Employees were acquainted with various topics like File Management, Noting Skills, Administrative Vigilance, Drafting Skills, Establishment Rules, Records Management, Noting & Drafting – Case studies, Where to find what, General Systems of Financial Management, etc.

WELFARE ACTIVITIES

The Campus Day was celebrated on 4th June 2013. On September 5, 2013, the Cultural Committee organized a get-together and cultural programme to celebrate the Ganesh Festival. All campus residents, staff and participants participated in the event. As per the practice every year NIA celebrates Independence Day, 15th August by hoisting a flag wherein all participants, staff, campus residents pay their tribute to the nation. The students who performed well in academics are felicitated on this day. The Republic Day was celebrated on 26th January 2014.

During the year, NIA and PGDM students organized a blood donation camp. The students along with staff and their family members participated in the event.

OTHER SIGNIFICANT ACTIVITIES

NIA celebrated the Foundation Days of the following companies:

New India Assurance Co. Ltd. - Foundation Day on 23rd July 2013.

LIC - Foundation Day on 1st September 2013.

The Oriental Insurance Co. Ltd - Foundation Day on 12th September 2013.

GIC Re - Foundation Day on 22nd November 2013.

National Insurance Company Ltd - Foundation Day on 6th December 2013.

United India Insurance Co. Ltd. - Foundation Day on 18th February 2014.



COLLABORATIONS

Academy pursues academic excellence also through collaborations with other bodies such as

- Federation of Afro Asian Insurers & Reinsurers, Egypt (FAIR)
- Institute of Actuaries of India
- Insurance Institute of India
- ILS Law College

FINANCIAL PERFORMANCE

Revenue

Total income of the Academy during the year 2013-14 was Rs. 2536.85 lacs, as against income of Rs. 1752.19 lacs during the previous year. The composition of Academy's income is given in Table 15 below:

Table 15: Break-up of Revenue - 2013-14

(Figures in lacs)

Source	2013-14	2012-13
Fees - Training Programme	1656.79	1080.97
Consultancy & Examination Income	68.53	16.99
PGDM	637.17	461.39
Investment income	135.92	148.16
Other income - Examination, use of infrastructure, sale of books, etc.	38.44	44.68
Total	2536.85	1752.19

The revenue from training programmes has increased from Rs. 1080.97 lacs in 2012-13 to Rs. 1656.79 lacs during 2013-14. This increase in revenue of Rs. 575.82 lacs was mainly because the Academy conducted an Induction Training programme for GIC recruits, conduct of 2 seminars and also on account of increase in training programme fees w.e.f 01.01.2013.

The revenue from PGDM fees has grown from Rs. 461.39 lacs during 2012-13 to Rs. 637.17 lacs during 2013-14. The increase of Rs. 175.78 lacs is attributable to the increase in number of students admitted to the course.

The income from investments has reduced from Rs. 148.16 lacs during 2012-13 to Rs. 135.92 lacs during 2013-14. The income is less as the Annualized investments in F.Y. 2013-14 is lower than the Annualized Investments in F.Y. 2012-13 on account of outflows due to Capital Expenditure and Service Tax deposit. The summary of income is given in Figure 8.

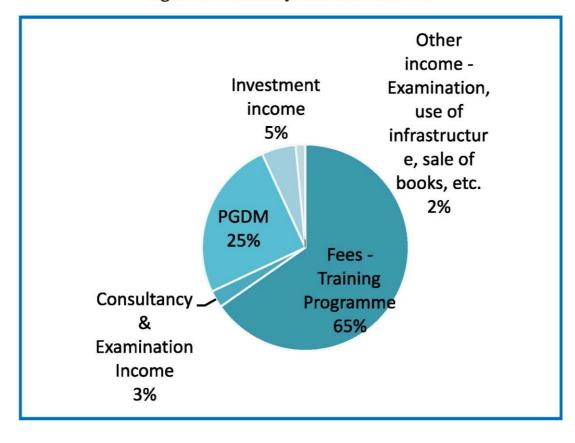


Figure 8: Summary of Income 2013-14

Expenditure

The expenditure of the Academy has gone up from Rs. 1696.08 lacs in 2012-13 to Rs. 2051.64 lacs in 2013-14. The break-up of the expenses is given in Table 16:

Table 16: Break-up of Expenses - 2013-14

(Figures in lacs)

	2013-14	2012-13
Expenses - Training Programme	344.38	293.76
Consultancy & Examination Expense	48.74	15.42
PGDM	147.33	150.06
Overheads	1511.19	1236.84
Total	2051.64	1696.08

The increase in expenditure is attributable to increase in the outgo on account of outsourced services, payment of arrears of salaries to Academic Staff due to implementation of CFTI pay scales, payment of arrears towards PMC Taxes and arrears towards revision of tariff of electricity charges. The summary of expenses for the year 2013-14 is depicted in Figure 9.

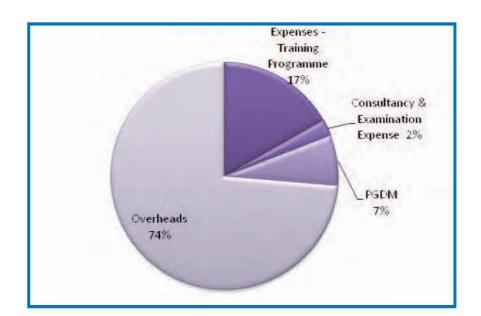


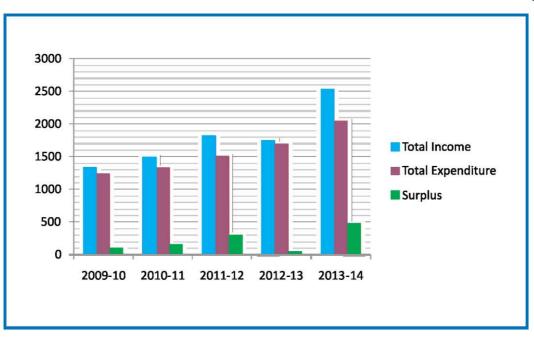
Figure 9: Summary of Expenses 2013-14

Surplus

The overall surplus has increased to Rs. 485.21 lacs during 2013-14 from Rs. 56.11 lacs during 2012-13. The increase is mainly due to increased revenue as explained above.

The following Figure 10 gives an overview of our financial performance during the last five years.

Figure 10: Income, Expenditure and Surplus for last 5 years



(Rs. in lacs)



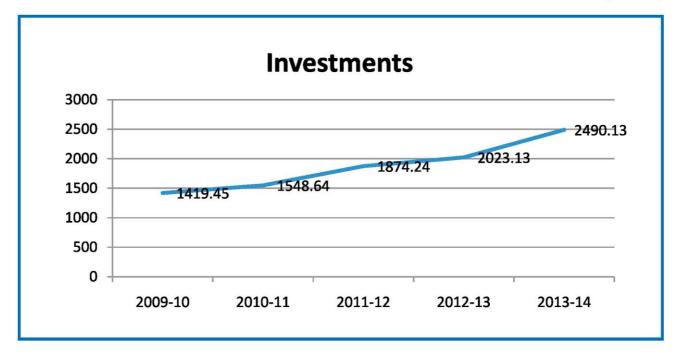


Investments

The investments of the academy have gone up from Rs. 2023.13 lacs in 2012-13 to Rs. 2490.13 lacs at the end of 2013-14. The following Figure 11 provides the growth of Academy's investments over the last five years.

Figure 11: Investments for last five years

(Rs. in lacs)



Statutory Auditors : M/s HMA & Associates

Internal Auditors : M/s Sarika Bihani & Associates

Bankers : Bank of Maharashtra, ICICI Bank & Union Bank of India





ACKNOWLEDGEMENTS

NIA wishes to put on record its grateful thanks to the Government of India, particularly Ministry of Finance, Ministry of Human Resource Development, IRDA, the public sector and private sector insurance companies, AICTE, AIU, NAAC, DTE, the recruiting companies, Banks, faculty from other academic institutions, visiting faculty of NIA, distinguished speakers, other players in the academic field, NIA Alumni members, members of the media and citizens of Pune who have always willingly supported the cause of NIA. NIA would like to thank all the contractors and employees of contractors for providing all types of services to the Academy. NIA would also like to thank the Chairman and Members of the Governing Board and the Society for their guidance and the faculty and staff for their co-operation and contribution in making NIA what it is today and what it is poised to be after today.

AUDITED FINANCIAL STATEMENTS





Head Off.: 1, Runwal Pratishtha, 1202/27, Shivajinagar, Apte Road, Behind Santosh Bakery, Pune 411 004.

■ Telefax:+91 20 3049 2806/07/08 ■ Email:ho@hmaca.in ■ www.hmaca.in

■ Branch Offices: PUNE, THANE, NASIK

AUDIT REPORT

(Bombay Public Trust Act- sec.33 & 34 and Rule 19)

Name of the Trust – NATIONAL INSURANCE ACADEMY, PUNE. Registration No.- F -7891(Pune).

We have audited the accounts of the above Trust for the year ending 31st March 2014. These Financial Statements are the responsibility of the Trust's Management. Our responsibility is to express an opinion on these financial statements based on our audit. We report as under –

1.	Whether accounts are maintained regularly & in accordance with the provisions of the Act & rules.	Yes
2.	Whether receipts & disbursements are properly & correctly shown in the accounts.	Yes
3.	Whether the cash balance & vouchers in the custody of the manager or trustee on the date of audit were in agreement with the accounts.	Yes
4.	Whether all books, deeds, accounts vouchers or other documents or records required by the auditor were produced before him.	Yes
5.	Whether a register of movable & immovable properties is properly maintained, the changes therein are communicated from time to time to the regional office & the defects & inaccuracies mentioned in the previous audit report have been duly complied with.	Yes
6.	Whether the manager or trustee or any other person required by the auditor to appear before him did so & furnished the necessary information required by him.	Yes
7.	Whether any property or funds of the Trust were applied for any objects or purpose other than the objects or purpose of the Trust.	No
8.	Whether an inventory certified by the trustees of the Public Trust has been maintained?	N.A.
9.	The amount of outstanding for more than one year & amounts written off, if any.	NIL
10.	Whether tenders were invited for repairs or construction involving expenditure exceeding ₹ 5,000/	Yes
11.	Whether any money of the public trust has been invested contrary to the provisions of section 35.	No
12.	Alienation, if any, of the immovable property contrary to the provisions of section 36 which have come to the notice of the auditor.	No
13.	All cases of irregular, illegal or improper expenditure or failure or omission to recover monies or other property belonging to the public trust or of loss or waste of money or other property thereof & Whether such expenditure, failure, omission loss or waste was caused in consequence of breach of trust or misapplication or any other misconduct on the part of trustees or any other person while in	As represented to us, no such cases were observed by the management.





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	the management of the trust.	
14.	Whether the budget has been filed in the form provided by rule 16A.	Yes
15.	Whether the maximum & minimum number of the trustees is maintained.	Yes
16.	Whether the meetings are held regularly as provided such instrument.	Yes
17.	Whether the minutes books of the proceedings of the meetings are maintained.	Yes
18.	Whether any of the trustees has any interest in the investment of the trust.	No
19.	Whether any of the trustees is a debtor or creditor of the trust	No
20.	Whether the irregularities pointed out by the auditors in the accounts of the previous year have been duly complied with by the trustees during the period of audit.	No irregularities were observed by the previous Auditor.
21.	Any special matter, which the auditor may think fit or necessary to bring to the notice of the Deputy or Assistant Charity Commissioner.	No

For HMA & Associates Chartered Accountants

Sd/-

Place: Pune

Date: 26th Aug 2014

Harshad Joshi Partner M. No. 131625 FRN – 100537W



Trust Reg. No. F/7891(Pune)

BALANCE SHEET AS ON 31.03.2014

	Schedule	Current Year	Previous Year
		Rs.	Rs.
SOURCES OF FUNDS			
Trust Fund or Corpus	1	2500000.00	2500000.00
Campus Fund	2	289098617.16	289097758.16
Endowments	3	14478830.59	13606711.26
Sponsored Awards (NET)	4	39686.25	39686.25
Other Funds	5	267922488.99	218427665.55
Productivity Linked Corpus	6	9376917.00	9243594.00
Sub-Total		583416539.99	532915415.22
Current Liabilities & Provisions	7	25124241.52	21610536.69
TOTAL		608540781.51	554525951.91
APPLICATION OF FUNDS			
Campus Fund Assets (NET)	8	249278067.15	259264454.29
Endowment Assets	9	14478830.59	13606711.26
Other Fixed Assets	10	6455586.19	7178086.00
General Fund Investments	11	233527110.20	188527110.20
Insurance Lab Investments	11	2480582.44	2477414.44
Library Books		1.00	1.00
Current Assets, Loans and Advances	12	102320603.94	83472174.72
TOTAL		608540781.51	554525951.91

NOTE: Previous year's figures have been regrouped where necessary to conform to the current year's Classification.

As per our report of even date attached.

-sd- -sd- -sd- -sdM/S HMA & ASSOCIATES MEMBER CHAIRMAN
Chartered Accountants Governing Board Governing Board Director

Date: 26.08.2014 Place: Pune





INCOME & EXPENDITURE FOR THE YEAR ENDED 31.03.2014

	Schedule	Current Year Rs.	Previous Year Rs.
INCOME			
Training Programme Fees	18	159677004.82	105025095.46
Training Advisory/Consultancy/ Examination Income	19	12854728.00	4770763.00
PGP Income	20	63716550.00	46139475.00
Contribution to Endowment Chairs		1000000.00	1000000.00
Interest	21	13591726.99	14816575.91
Other Income	22	2522544.60	3099027.27
Profit on Sale of Assets		297454.40	368550.00
Provision for Expense no Longer Required		24750.00	0.00
		253684758.81	175219486.64
EXPENDITURE			
Establishment Expenses	23	42123865.12	36914523.36
Objects of the Trust	24		
MDP Direct Training Expenses	24	34438152.00	29375908.40
PGDM Direct Training Expenses	24	14732804.66	15005932.32
Indirect Expenses	24	92517774.71	68447885.61
Prior Period Adjustments	24	1461595.50	0.00
Depreciation	8 & 10	19889422.35	19863845.87
		205163614.34	169608095.56
Excess of Income over Expenditure Transferred to Other Funds		48521144.47	5611391.08

As per our report of even date attached.

-sd- -sd- -sd- -sdM/S HMA & ASSOCIATES MEMBER CHAIRMAN
Chartered Accountants Governing Board Governing Board Director

Date: 26.08.2014 Place: Pune



SCHEDULES TO BALANCE SHEET

		Current Year Rs.	Previous Year Rs.
SCHED	OULE 1 - TRUST FUND		
	Balance as per last year	2500000.00	2500000.00
		2500000.00	2500000.00
SCHED	ULE 2 - CAMPUS FUND		
	Balance as per last year	289097758.16	264056458.16
ADD	Received From Member Companies towards renovation of rooms	0.00	25039485.00
ADD	Interest earned(net)	859.00	1815.00
		289098617.16	289097758.16
SCHED	OULE 3 - ENDOWMENTS		
C.D.D	ESHMUKH PROFESSORSHIP ENDOWMENT		
	Balance as per last year	7399944.60	6795728.04
ADD	Interest Received	590713.05	604216.56
		7990657.65	7399944.60
BODA	PROFESSORSHIP ENDOWMENT	7770007100	7833311100
	Balance as per last year	2141444.94	1971476.51
ADD	Interest Received	47465.64	43122.43
ADD	Appreciation in Investments	0.00	126846.00
		2188910.58	2141444.94
MARS	H PROFESSORSHIP ENDOWMENT		
	Balance as per last year	1368806,93	1250732.65
ADD	Interest Received	101953.81	118074.28
		1470760.74	1368806.93
DINK	AR TARA ENDOWMENT	Open Adjust Mary Level College (Mary 1970)	
	Balance as per last year	67591.00	66350.50
ADD	Interest Received	5550.00	6240.50
LESS	Expenditure incurred	-5000.00	-5000.00
	A CONTRACT OF THE PROPERTY OF	68141.00	67591.00
MAHD	EO N.PARCHURE ENDOWMENT		
	Balance as per last year	68195.00	66826.22
ADD	Interest Received	0.00	3868.78
LESS	Expenditure incurred	-2500.00	-2500.00
		65695.00	68195.00



		Current Year Rs.	Previous Year Rs.
RAM M	I. MOGHE ENDOWMENT		
	Balance as per last year	147819.14	138355.88
ADD	Interest Received	9801.74	9463.26
LESS	Expenditure incurred	-5318.00	0.00
		152302.88	147819.14
J. B. BC	DA D. B. BODA ENDOWMENT		
	Balance as per last year	178401.15	167143.18
ADD	Interest Received	10800.00	11257.97
LESS	Expenditure incurred	-5318.00	0.00
		183883.15	178401.15
Dr. DAS	SRATHI MOHAPATRA ENDOWMENT		
	Balance as per last year	135976.64	125330.54
ADD	Interest Received	9000.00	10646.10
		144976.64	135976.64
Shri LI	NGARAJ MISHRA ENDOWMENT		
	Balance as per last year	135198.98	125754.68
ADD	Interest Received	9352.00	9444.30
LESS	Expenditure incurred	-5318.00	0.00
		139232.98	135198.98
A. S. GU	JPTA ENDOWMENT		
	Balance as per last year	1549827.23	1460178.08
ADD	Interest Received	93847.12	89649.15
		1643674.35	1549827.23
ISACA	GOLD MEDAL FOR I.T. EXCELLENCE INSTITUTED BY NIA		
	Balance as per last year	216004.97	203762.52
ADD	Interest Received	13650.00	12242.45
LESS	Expenditure incurred	-5318.00	0.00
		224336.97	216004.97
M. A. A	ZIZ ANSARI GOLD MEDAL		
	Balance as per last year	197500.68	181995.84
ADD	Interest Received	14077.97	15504.84
LESS	Expenditure incurred	-5320.00	0.00
		206258.65	197500.68
TOTAL	SCHEDULE 3	14478830.59	13606711.26



		Current Year	Previous Year
		Rs.	Rs.
	DULE 4 - SPONSORED AWARDS		
SUVAI	RNA LATKAR AWARD		
	Balance as per last year	36287.00	36287.00
		36287.00	36287.00
HEML	АТА ТКОРНУ		
	Balance as per last year	186.00	186.00
		186.00	186.00
SAVIT	A BALDEV THAKRAL AWARD		
	Balance as per last year	3213.25	3213.25
		3213.25	3213.25
TOTAL	L SCHEDULE 4	39686.25	39686.25
	DULE 5 - GENERAL FUNDS		
STAFF	WELFARE FUND		
	Balance as per last year	298760.04	298760.04
		298760.04	298760.04
CAPIT	AL RESERVE		
	Balance as per last year	17485805.17	10307719.17
ADD	Transfer from Income & Expenditure (being amounts spent by way of capital expenditure not related to campus)	3250571.00	7178086.00
LESS	Reversal of Excess Reserve provision	1057056.75	0.00
	(Refer Note to Accounts, S.No 6)		
LESS	Assets sold/written off during the year	-86156.00	0.00
	Sub-Total	19593163.42	17485805.17



		Current Year	Previous Year
INCOM	E & EXPENDITURE ACCOUNT	Rs.	Rs.
moon	Balance as per last year	163186280.30	126516541.37
ADD	Excess of Income over Expenditure	48521144.47	5611390.08
LESS	Transferred to Capital Reserve	-3250571.00	-7178086.00
LESS	Transferred to Capital Reserve	-3230371.00	-7178080.00
ADD	Transferred from Depreciation Fund	0.00	38101050.85
ADD	Reversal of Excess Reserve provision	1057056.75	0.00
ADD	Asset written off	86156.00	0.00
ADD	Transfers / Writebacks in previous years	0.00	295384.00
LESS	Transfer to Leave encashment Fund	-160000.00	-160000.00
	Sub-Total	209440066.52	163186280.30
INSUR	ANCE LABORATORY FUND		
	Balance as per last year	15398269.94	15220686.19
ADD	Interest Received	152758.00	128046.76
ADD	Appreciation on Investments	0.00	49536.99
	TP	15551027.94	15398269.94
сомр	ITER LAB / CONFERENCE HALL FUND		
	Balance as per last year	9000000.00	9000000.00
	The approximation of the second secon	9000000.00	9000000.00
WATER	R PIPELINE FUND		
	Balance per last year	6000000.00	6000000.00
	procedures on ■copy = control of ■controls	6000000.00	6000000.00
LEAVE	ENCASHMENT FUND		
	Balance as per last year	1399169.27	1239169.27
	Transfer from Income & Expenditure	160000.00	160000.00
		1559169.27	1399169.27
SEVA F	UND		
	Balance as per last year	83321.50	83321.50
		00004 50	00004 50
STUDE	NTS WELFARE FUND	83321.50	83321.50
	Balance as per last year	411952.00	303652.00
		11000.00	
ADD	Received during the year	11000.00	108300.00



		Current Year Rs.	Previous Year Rs.
ASSOCI	ATE MEMBERSHIP FUND	101	1101
	Balance as per last year	500000.00	500000.00
		500000.00	500000.00
PGP STU	DENTS ALUMNI FUND, INSURANCE SUMMIT & M'GMENT FEST		
	Balance as per last year	2636863.03	1292861.08
	Net Income/Expenditure during the year	105563.34	1435888.25
	Less Transferred to PGP Students Samagam Fund	0.00	-297886.30
	Membership Fees	190500.00	206000.00
	**	2932926.37	2636863.03
PGP ST	UDENTS SAMAGAM FUND		
	Balance as per last year	297886.30	0.00
	Additions during the year	0.00	297886.30
	Less Expenditure Incurred	-236142.37	0.00
	, , , , , , , , , , , , , , , , , , , ,	61743.93	297886.30
CASE ST	TUDY-PGP CURRICULUM Balance as per last year	700000.00	700000.00
		700000.00	700000.00
PGDM 9	SCHOLARSHIP FUND	700000.00	700000.00
I GDI-II	Balance as per last year	750000.00	750000.00
	Transfers during the year	750000.00	0.00
		1500000.00	750000.00
OUESTI	ON BANK DEVELOPMENT FOR GIPSA	279358.00	279358.00
•		279358.00	279358.00
	TOTAL SCHEDULE 5	267922488.99	218427665.55
SCHEDI	JLE 6 - PRODUCTIVITY LINKED CORPUS		
DOLLED	Balance as per last year	9243594.00	8391044.00
ADD	Transfers during the year	173902.00	1605398.00
	(out of income of fin. Year 2012-13)	-/	100000000
ADD	Interest Received on Redemption of Deposits	0.00	37513.00
LESS	Income & Expenditure account	0.00	-16449.00
LESS	PLI corpus paid to employees leaving service &		
	corresponding corpus reduced	-40579.00	-773912.00
	TOTAL SCHEDULE 6	9376917.00	9243594.00
SCHEDI	JLE 7 - CURRENT LIABILITIES & PROVISIONS		
(i)	Outstanding Expenses	16751011.80	9377824.50
(ii)	Earnest Money and Security Deposit	5360787.00	8750251.00
	Fees Received in Advance for Training		
()	Programmes & PGDM	505448.00	697443.00
(iv)	Sundry Liabilities	104568.00	486531.51
(v)	Retention Amount from Contractors &		18 79 18 70 70 70 70 70 70
	Faculty Members	1079579.86	1073290.86
vi)	Funds Earmarked for Employees Development	8009.50	8009.50
vii)	TDS of Earlier Years Recoverable by Gipsa	0.00	27000.00
viii)	Duties & Taxes	1314837.36	1190186.32
	TOTAL SCHEDULE 7	25124241.52	21610536.69



SCHEDULE 8 page 1

CAMPUS FUND ASSETS

SCHEDULE TO BALANCE SHEET

		Face	Market	Book	Value
		Value (Rs.)	Value (Rs.)	Current Year (Rs.)	Previous Year (Rs.)
Savi	NK BALANCES : ings Account with k of Maharashtra	0.00	0.00	22169.29	21310.29
Total Inches	MPUS DEVELOPMENT: tails as per page 2)	0.00	0.00	249255897.86	259243144.00
		0.00	0.00	249278067.15	259264454.29



CAMPUS DEVELOPMENT AS ON 31-03-2014

SCHEDULE TO BALANCE SHEET

Sr	Particular	Gross	Addition	Assets	Gross	Total	Depre-	Depreciation	Gross	Book Value	Book
No		Block	2013-14	Written Off	Block	Depreciation	-ciation	Written Off	Depreciation	31/03/2013	Value
		31/03/2013		2013-14	31/03/2014	31/03/2013	2013-14		31/03/2014		31/03/2014
ч	Land	342125.00	00'0	00'0	342125.00	00.0	00'0	00'0	00'0	342125.00	342125.00
2	Land Development/Beautification	2474913.45	0.00	0.00	2474913.45	0.00	00.00	00.0	0.00	2474913.45	2474913.45
ന	Campus Building	67166729.23	0.00	0.00	67166729.23	28607794.23	1283256.17	00.00	29891050.40	38558935.00	37275678.83
4	Campus Furniture	748672.01	0.00	00'0	748672.01	748672.01	00.00	00.00	748672.01	0.00	0000
2	Electrical Fixture	122192.92	0.00	0.00	122192.92	122192.92	00'0	00.0	122192.92	0.00	00.00
9	Creation of Educational Facility	437518.51	0.00	00'0	437518.51	437509.53	00'0	00.0	437518.51	0.00	00.0
7	Golf Course	354503.78	00'0	00'0	354503.78	354502.78	00.00	00.00	354502.78	1.00	1.00
8	Water Pipeline Project	7889575.66	0.00	00'0	7889575,66	631166.04	157791.51	00.00	788957,55	7258409.62	7100618.11
6	II-Phase Expansion		0.00	00:0	00.00						
	II-Phase Beautification	460826.81	0.00	00'0	460826.81	325612.08	46082.68	00.00	371694.76	135214.80	89132.12
	Rooms & Garage at MBA Hostel	17251858.07	0.00	00'0	17251858.07	2034347.19	345037.16	00.00	2379384.35	15217510.88	14872473.72
	Tapovan Renovation	276891.68	0.00	00:0	276891.68	221513.26	27689.15	00.00	249202.41	55378.42	27689.27
	Furniture	6820012.61	0.00	00'0	6820012.61	6114568.68	283161.55	00.00	6397730.23	705443.93	422282.38
	Equipments	2668715.96	0.00	00'0	2668715.96	1685321.41	259826.60	0.00	1945148.01	983394.55	723567.95
	Electrical Fixture	742385.21	0.00	0.00	742385.21	487461.67	70871.82	00.00	558333.49	254923.54	184051.72
	Kitchen Equipment	1461841.00	0.00	00:0	1461841.00	1461835.00	00.0	00.00	1461835.00	90.9	90.9
	Fire Fighting Equipment	70150.00	0.00	0.00	70150.00	63136.00	6974.00	0.00	70110.00	7014.00	40.00
	Gymkhana Equipment	884870.79	0.00	00:00	884870.79	731240.60	88430.71	00.00	819671.31	153630.19	65199.48
	EPABX System	88639.87	0.00	0.00	88639.87	79773.78	8864.09	00'0	88637.87	8866.09	2.00
	Insurance Lab Infrastructure	75434.45	0.00	00'0	75434.45	60348.12	7543.44	00'0	67891.56	15086.32	7542.88
	Upgradation of Infrastructure	9398788.40	0.00	00'0	9398788.40	2686658.53	187943.76	00'0	2874602.29	6712129.87	6524186.11
	S T Plant Upgradation	172472.95	0.00	0000	172472.95	123522.96	17247.30	00.00	140770.26	48949.99	31702.69
	Computer Hardware	0000	3081792.00	00:0	3081792.00	0000	1540896.00	00.0	1540896.00	0.00	1540896.00
10	Ext										
	New Buildings	122319013.00	0.00	00:0	122319013.00	9718449.44	2332898.52	00'0	12051347.96	112600563.56	110267665.04
	Plant & Machinery	17009781.00	0.00	00'0	17009781.00	6803912.40	1700978.10	00.0	8504890.50	10205868.60	8504890.50
	Electrical Fixture Etc	11397801.00	0.00	00'0	11397801.00	4559120.22	1139779.92	00'0	5698900.14	6838680.78	5698900.86
11	1 Conference Hall										
	Work In Progress- Insurance Lab	11876317.52	0.00	0.00	11876317.52	0000	00.0	00.00	0.00	11876317.52	11876317.52
	Work In Progress- Computer Lab	11876317.52	0.00	00'0	11876317.52	0000	00'0	00.0	0.00	11876317.52	11876317.52
12	Ren										
	Civil Work	21700825.96	2027770.00	0.00	23728595.96	659322.20	474571.50	00.0	1133893.70	21041501.73	22594700.23
	Air Conditioners	2270602.00	0.00	00'0	2270602.00	381980.20	227060.20	00'0	609040.40	1888621.80	1661561.60
	Electrical Fittings & Fixtures	556486.00	406285.00	00'0	962771.00	166945.80	96277.10	00.00	263222.90	389540.20	699548.10
	Electronic Items	9971314.00	0.00	00.0	9971314.00	5027837.00	4943121.00	00.00	9970958.00	4943477.00	356.00
	Furniture	808134.00	455868.00	00.0	1264002.00	242440.26	207213.66	0.00	449653.92	565693.74	814348.08
	Matresses	178484.00	0.00	00'0	178484.00	17848.40	17848.40	00.00	35696.80	160635.60	142787.20
13	3 Roads	4875968.00	0.00	00.00	4875968.00	951974.70	487596.80	0.00	1439571.50	3923993.30	3436396.50
	TOTAL	334750162.36	5971715.00	00'0	340721877.36	75507016.39	15958961.14	0.00	91465977.53	259243144.00	249255897.86
	PREVIOUS YEAR 2012-13	307841875.36	26908287.00	0.00	334750162.36	60285724.53	15221291.86	0.00	75507016.39	247556150.83	259243144.00



		Current Year	Previous Year
		Rs.	Rs.
SCHED	ULE 9 - ENDOWMENT ASSETS		
C.D.DE	SHMUKH ASSETS		
	Balance as per last balance sheet	6732625.00	5932625.00
ADD:	Invested during the year	1300000.00	5752000.00
LESS:	Investment encashed during the year	-300000.00	-4952000.00
SUB-TO	OTAL (Details as per Schedule 14)	7732625.00	6732625.00
ADD:	Interest Accrued	177610.97	190733.92
ADD:	Saving Bank Balance	66514.76	42377.76
ADD:	Saving Bank Balance (General Fund)	13906.92	434207.92
		7990657.65	7399944.60
BODA	PROFESSORSHIP ASSETS		
	Balance as per last balance sheet	1675418.80	1448572.80
ADD:	Invested during the year	400000.00	561846.00
LESS:	Investment encashed during the year	0.00	-335000.00
SUB-TO	OTAL (Details as per Schedule 15)	2075418.80	1675418.80
ADD:	Interest Accrued	15831.40	10611.76
ADD:	Saving Bank Balance	88552.58	80658.58
ADD:	Saving Bank Balance (General Fund)	9107.80	374755.80
	Sub-Total	2188910.58	2141444.94
MARSI	H PROFESSORSHIP ASSETS		
	Balance as per last balance sheet	1101050.00	1101050.00
ADD:	Invested during the year	350000.00	980000.00
LESS:	Investment encashed during the year	-50000.00	-980000.00
SUB-TO	OTAL (Details as per Schedule 15)	1401050.00	1101050.00
ADD:	Interest Accrued	27908.59	32504.78
ADD:	Saving Bank Balance	36531.51	24697.51
ADD:	Saving Bank Balance (General Fund)	5270.64	210554.64
		1470760.74	1368806.93
DINKA	R TARA INVESTMENT		
	Balance as per last balance sheet	60000.00	60000.00
SUB-TO	OTAL (Details as per Schedule 16)	60000.00	60000.00
ADD:	Interest accrued during the year	1341.00	1403.00
ADD:	Saving Bank Balance (General Fund)	6800.00	6188.00
	-	68141.00	67591.00



		Current Year	Previous Year
		Rs.	Rs.
MAHD	EO N. PARCHURE INVESTMENT		
1-11-11-12	Balance as per last balance sheet	50000.00	50000.00
	Sub-Total (Details as per Schedule 16)	50000.00	50000.00
ADD:	Saving Bank Balance (General Fund)	15695.00	18195.00
IIDD.	burning burning burning (denotal Fund)	65695.00	68195.00
		00070100	00170100
RAM M	I. MOGHE INVESTMENT		
	Balance as per last balance sheet	100000.00	100000.00
	Sub-Total (Details as per Schedule 16)	100000.00	100000.00
ADD:	Interest accrued during the year	2350.00	4637.26
ADD:	Saving Bank Balance (General Fund)	49952.88	43181.88
11001	Saving Same Salance (donoral rana)	152302.88	147819.14
			700 000 0000
J. B. B0	DDA D. B. BODA INVESTMENT		
	Balance as per last balance sheet	120000.00	120000.00
	Sub-Total (Details as per Schedule 16)	120000.00	120000.00
ADD:	Interest accrued during the year	14380.27	3580.27
ADD:	Saving Bank Balance (General Fund)	49952.88	54820.88
		183883.15	178401.15
DD D4	SRATHI MOHAPATRA INVESTMENT		
DR. DA		100000 00	100000 00
	Balance as per last balance sheet	100000.00	100000.00
	Sub-Total (Details as per Schedule 16)	100000.00	100000.00
ADD:	Interest accrued during the year	641.10	641.10
ADD:	Saving Bank Balance (General Fund)	44335.54	35335.54
		144976.64	135976.64
MR. I.I	NGARAJ MISHRA INVESTMENT		
	Balance as per last balance sheet	100000.00	100000.00
	Sub-Total (Details as per Schedule 16)	100000.00	100000.00
ADD:	Interest accrued during the year	2338.00	2338.00
ADD:	Saving Bank Balance (General Fund)	36894.98	32860.98
1100.	and same same (donoral rains)	139232.98	135198.98
		207202170	230270170



		Current Year	Previous Year
		Rs.	Rs.
A. S. G	JPTA INVESTMENT		
	Balance as per last balance sheet	1000000.00	1000000.00
	Sub-Total (Details as per Schedule 16)	1000000.00	1000000.00
ADD:	Interest accrued during the year	15015.00	86671.23
ADD:	Saving Bank Balance (General Fund)	628659.35	463156.00
		1643674.35	1549827.23
ISACA BY NIA	GOLD MEDAL FOR IT EXELLENCE INSTITUTED		
	Balance as per last balance sheet	150000.00	150000.00
	Sub-Total (Details as per Schedule 16)	150000.00	150000.00
ADD:	Interest accrued during the year	371.97	373.97
ADD:	Saving Bank Balance (General Fund)	73965.00	65631.00
		224336.97	216004.97
M. A. A	ZIZ ANSARI GOLD MEDAL		
	Balance as per last balance sheet	150000.00	150000.00
	Sub-Total (Details as per Schedule 16)	150000.00	150000.00
ADD:	Interest accrued during the year	2252.00	13000.68
ADD:	Saving Bank Balance (General Fund)	54006.65	34500.00
		206258.65	197500.68
	TOTAL SCHEDULE 9	14478830.59	13606711.26



OTHER FIXED ASSETS AS ON 31-03-2014

SCHEDULE TO BALANCE SHEET

SCHEDULE-10

-			17-10-07-07-0	100000000000000000000000000000000000000	120000	200	200 100	10000		Section 2 was	
S	Particulars	As On	Additions	Written	Gross Value	Depreciation	Depreciation	Deprec-	Total	Book Value	Book Value
No.		31/03/2013	2013-14	off/Sold 2013-14	31/03/2014	Upto 31/03/2013	2013-14	iation Written off	Depreciation 31/03/2014	On 31/03/2013	31/03/2014
н	Furniture & Fixture	2648494.55	51684.00	0.00	2700178.55	2173982.73	142119.86	0.00	2316102.59	474511.82	384075.96
2	Office Equipments	2464412.53	251225.00	71016.00	2644621.53	998334.84	225180.43	28406.40	1195108.87	1466077.69	1449512.66
3	Sports Equipments	114954.00	0.00	0.00	114954.00	89151.80	10873.40	0.00	100025.20	25802.20	14928.80
4	Musical Instruments	44955.00	0.00	0.00	44955.00	44511.00	393.00	0.00	44904.00	444.00	21.00
ro	Tools	36151.50	0.00	0.00	36151.50	36142.50	0.00	0.00	36142.50	00.6	00.6
9	Electrical Fixture	103398.50	0.00	0.00	103398.50	98080.11	1955.20	0.00	100035.31	5318.39	3363.19
7	Kitchen Equipment	201063.50	0.00	0.00	201063.50	165684.30	8148.10	0.00	173832.40	35379.20	27231.10
8	Computer Centre	5341144.95	0.00	15140.00	5326004.95	3575549.85	1765539.10	15140.00	5325948.95	1765595.10	26.00
6	Motor Car	801335.60	1334502.00	0.00	2135837.60	721202.28	280307.32	0.00	1001509.60	80132.72	1134327.40
10	10 Electronic Equipments	987849.00	970587.00	0.00	1958436.00	942337.40	530773.50	0.00	1473110.90	45512.00	485325.50
11	11 Creation of Educational Facility - Upavan	589183.96	0.00	0.00	589183.96	589168.99	0.00	0.00	589168.99	14.97	14.97
12	12 Solar Water Heater System	1136346.84	0.00	0.00	1136346.84	1022712.12	113633.72	0.00	1136345.84	113634.72	1.00
13	13 Medical Instruments	84510.00	4515.00	0.00	89025.00	53268.00	8902.50	0.00	62170.50	31242.00	26854.50
14	14 Computer Lab	858898.24	0.00	0.00	858898.24	515338.95	85889.82	0.00	601228.77	343559.29	257669.47
15	15 Energy Conservation Equipment	890804.00	267058.00	0.00	1157862.00	154336.10	115785.40	0.00	270121.50	736467.90	887740.50
16	16 Children Park Equipment	125246.25	0.00	0.00	125246.25	12524.64	12524.64	0.00	25049.28	112721.61	100196.97
17	Set Top Box Vediocon	00.00	371000.00	0.00	371000.00	00.00	185500	0.00	185500.00	0.00	185500.00
A	TOTAL VALUES	16428748.42	3250571.00	86156.00	19593163.42	11192325.61	3487525.99	43546.40	43546.40 14636305.20	5236422.61	4956850.02
В	Insurance Laboratory Windmill	3883452.59 606555.25	0.00	0.00	3883452.59 606555.25	2384574.54 163769.91	388345.25 54589.97	0.00	2772919.79 218359.88	1498878.05 442785.34	1110532.80 388195.37
	TOTAL A+B	20918756.26	3250571.00	86156.00	24083171.26	13740670.06	3930461.21	43546.40	43546.40 17627584.87	7178086.00	6455586.19
	PREVIOUS YEAR 2012-13	14797727.01	6121029.25	0.00	20918756.26	9098116.05	4642554.01	00'0	1374067.06	5699610.76	7178086.00



		Current Year	Previous Year
		Rs.	Rs.
SCHED	ULE 11 INVESTMENTS		
GENER	AL FUND INVESTMENTS		
	Balance as per last balance sheet	188527110.20	174714539.90
ADD:	Invested during the year	101493922.82	128594570.30
LESS:	Investments encashed during the year	-56493922.82	-114782000.00
	(Details as per Schedule 13)	233527110.20	188527110.20
INSUR	ANCE LABORATORY ASSETS		
	Balance as per last Balance Sheet	2446894.44	2397357.45
ADD	Invested during the year	0.00	1735536.99
LESS	Investments encashed during the year	0.00	-1686000.00
	Sub-Total	2446894.44	2446894.44
ADD:	Interest accrued during the year	33688.00	30520.00
	(Details as per Schedule 17)	2480582.44	2477414.44
LIDDA	RY BOOKS		
LIDKA	Balance as per last Balance Sheet	1.00	1.00
ADD:	Purchases during the current year	197471.00	197471.00
LESS:	Amounts Written off	-197471.00	-197471.00
LESS.	Amounts written on	1.00	1.00
COURT	III F 40 CVIDDUM ACCOMO		
	ULE 12 CURRENT ASSETS AND ADVANCES		
INTER	EST ACCRUED ON INVESTMENTS	3805517.46	3292701.28
RECEIV	/ABLES		
Pro	gramme Fees	27281742.93	20737123.89
Oth	ers	7126603.12	7069706.00
Ren	ovation Exp receivable from Member Companies	17092746.00	23695650.00
AON G	LOBAL AWARD	51501092.05	51502479.89
	ance as per last year	8313.12	8313.12
	nsferred to Receivables	-8313.12	0.00
		0.00	8312.12



	Current Year	Previous Year
	Rs.	Rs.
CASH AND BANK BALANCES		
Cash Balance	3389.50	17064.50
In Current Account With Bank of Maharashtra	406451.58	865422.91
In Savings Account With Bank of Maharashtra	2654896.94	1590065.71
less bank balance pertains to endowment	-988097.64	-1773387.64
In Savings Account With ICICI Bank	1189099.95	267814.70
In Savings Account Trustees Empl. Superannuation account with Bank of Maharashtra	4193.00	45556.00
In Savings Account With Union Bank of India	376932.00	0.00
	3646865.33	1012536.18
LOANS & ADVANCES		
Prepaid Expenses (Periodical Journals, Insurance Premiums & Service Contracts)	2434759.75	3422500.25
Advance Exp for future Programmes (Memento's/Gifts		
on hand)	26554.00	8197.00
Tax Deducted at Source	6939181.83	10797801.60
Service Tax Cenvat Credit	291635.64	0.00
Service Tax Receivable	158002.00	0.00
To employees	3904337.00	701678.96
To others	561667.20	512333.16
TDS on perks Receivable from LIC of India	239591.00	198341.00
DEPOSITS		
Telephone Authorities	57100.00	60100.00
PLC Deposit	9376917.00	9240199.00
With Others	1108415.00	1108415.00
Service Tax	17418000.00	0.00
	42516160.42	26049565.97
CLOSING STOCK OF MATERIALS		
Cleaning Material & Electrical consumables	363506.47	1044957.71
Stationery	440548.38	514706.74
Stock of civil material on hand	46913.83	46913.83
	850968.68	1606578.28
TOTAL SCHEDULE 12	102320603.94	83472174.72





INVESTMENTS

SCHEDULE TO BALANCE SHEET

		Face Value	Market Value	Book	Value
		(Rs.)	(Rs.)	Current Year	Previous Year
				(Rs.)	(Rs.)
IN	SECURITIES:				
GR	OWTH PLAN				
1	Birla Mutual Fund	6311157.00	17531836.00	12818104.59	12818104.59
2	Principal Mutual Fund	9362372.00	19356158.00	12412570.30	12412570.30
3	SBI Mutual fund	1779716.00	7959546.00	5873009.53	5873009.53
4	ICICI Prudential Mutual fund	6916473.00	17537133.00	13076425.78	13076425.78
5	Templeton Mutual Fund	411386.00	5456210.00	3500000.00	3500000.00
6	Reliance Mutual Fund	713097.00	2114476.00	1500000.00	1500000.00
7	Birla Mutual Fund (Dividend option)	784152.00	910401.00	800000.00	800000.00
	Sub-Total	26278353.00	70865760.00	49980110.20	49980110.20
8	Bank of Maharashtra	36600000.00	36600000.00	36600000.00	36600000.00
9	ICICI Bank	2000000.00	2000000.00	2000000.00	2000000.00
10	IDBI Bank	45782000.00	45782000.00	45782000.00	32782000.00
11	Corporation Bank	0.00	0.00	0.00	10650000.00
12	State Bank of India	0.00	0.00	0.00	1500000.00
13	Kotak Mahindra Bank Ltd	0.00	0.00	0.00	8000000.00
14	State Bank of Mysore	48115000.00	48115000.00	48115000.00	19615000.00
15	Allahabad Bank	15000000.00	15000000.00	15000000.00	15000000.00
16	Union Bank of India	36050000.00	36050000.00	36050000.00	15400000.00
ТО	TAL	209825353.00	254412760.00	233527110.20	188527110.20

^{*} Last quoted price if quoted during the last six months





INVESTMENTS

SCHEDULE TO BALANCE SHEET

	Face Value	Market Value	Book	Value
	(Rs.)	(Rs.)	Current Year (Rs.)	Previous Year (Rs.)
C. D. DESHMUKH PROFESSORSHIP INVESTMENTS				
(A) SECURITIES				
(i) Bank of Maharashtra	600625.00	600625.00	600625.00	600625.00
(ii) IDBI Bank	200000.00	200000.00	200000.00	500000.00
(iii) Principal Mutual Fund	188466.00	471730.00	300000.00	300000.00
(iv) State Bank of Mysore	5932000.00	5932000.00	5932000.00	4632000.00
(v) Union Bank of India	700000.00	700000.00	700000.00	700000.00
Total Refer to Schedule 9	7621091.00	7904355.00	7732625.00	6732625.00

^{**} Last quoted price if quoted during the last six months



INVESTMENTS

SCHEDULE TO BALANCE SHEET

	Face Value	Market Value	Book	Value
	(Rs.)	(Rs.)	Current Year (Rs.)	Previous Year (Rs.)
BODA PROFESSORSHIP INVESTMENTS				
SECURITIES				
(I) Bank of Maharashtra	110825.00	110825.00	110825.00	110825.00
(ii) State Bank of Mysore	550000.00	550000.00	550000.00	150000.00
(iii) Principal Mutual Fund	1040656.00	1296938.00	1184593.80	1184593.80
(iv) Union Bank of India	230000.00	230000.00	230000.00	230000.00
Sub-Total	1931481.00	2187763.00	2075418.80	1675418.80
TOTAL Refer to Schedule 9	1931481.00	2187763.00	2075418.80	1675418.80
MARSH PROFESSORSHIP INVESTMENTS (FOREIGN) SECURITIES				
(i) Union Bank of India	170000.00	170000.00	170000.00	0.00
(ii) Bank of Maharashtra	181050.00	181050.00	181050.00	181050.00
(iii) IDBI Bank	0.00	0.00	0.00	50000.00
(iv) Kotak Mahindra Bank Ltd	0.00	0.00	0.00	170000.00
(v) State Bank of Mysore	1050000.00	1050000.00	1050000.00	700000.00
Sub-Total	1401050.00	1401050.00	1401050.00	1101050.00
Refer to Schedule 9 TOTAL	1401050.00	1401050.00	1401050.00	1101050.00

^{**} Last quoted price if quoted during the last six months





INVESTMENTS

SCHEDULE TO BALANCE SHEET

	Face Value	Market	Book Valu	ie
	(Rs.)	Value	Current Year	Previous Year
DINKAR TARA INVESTMENT		(Rs.)	(Rs.)	(Rs.)
01) Bank of Maharashtra	60000.00	60000.00	60000.00	60000.00
TOTAL REFER TO SCHEDULE 9	60000.00	60000.00	60000.00	60000.00
MAHADEO N. PARCHURE INVESTMENT				
01) Birla Cash Plus	27095.00	55762.00	50000.00	50000.00
TOTAL REFER TO SCHEDULE 9	27095.00	55762.00	50000.00	50000.00
RAM M.MOGHE INVESTMENT 01) Bank of Maharashtra	100000.00	100000.00	100000.00	100000.00
TOTAL REFER TO SCHEDULE 9	100000.00	100000.00	100000.00	100000.00
J. B. BODA D. B. BODA INVESTMENT 01) IDBI Bank	120000.00	120000.00	120000.00	120000.00
TOTAL REFER TO SCHEDULE 9	120000.00	120000.00	120000.00	120000.00
DR. DASRATHI MOHAPATRA INVESTMENT 01) Union Bank of India	100000.00	100000.00	100000.00	100000.00
TOTAL REFER TO SCHEDULE 9	100000.00	100000.00	100000.00	100000.00
SHRI LINGARAJ MISHRA INVESTMENT				
01) Bank of Maharashtra	100000.00	100000.00	100000.00	100000.00
TOTAL REFER TO SCHEDULE 9	100000.00	100000.00	100000.00	100000.00
A. S. GUPTA INVESTMENT				
01) State Bank of Mysore	1000000.00	1000000.00	1000000.00	100000.00
TOTAL REFER TO SCHEDULE 9	1000000.00	1000000.00	1000000.00	1000000.00





Schedule 16 (continued)

	Face Value	Market	Book Value	
	(Rs.)	Value (Rs.)	Current Year (Rs.)	Previous Year (Rs.)
ISACA GOLD MEDAL FOR IT EXCELLENCE INSTITUTED BY NIA				
01) State Bank of Mysore	150000.00	150000.00	150000.00	150000.00
TOTAL REFER TO SCHEDULE 9	150000.00	150000.00	150000.00	150000.00
MA. AZIZ ANSARI GOLD MEDAL 01) State Bank of Mysore	150000.00	150000.00	150000.00	150000.00
TOTAL REFER TO SCHEDULE 9	150000.00	150000.00	150000.00	150000.00

^{**} Last quoted price if quoted during the last six months





SCHEDULE TO BALANCE SHEET

INVESTMENTS

INSURANCE LABORATORY FUND INVESTMENTS

	Face Value	Market Value	Book Value	
	(Rs.)	(Rs.)	Current Year	Previous Year
			(Rs.)	(Rs.)
SECURITIES				
1) Birla Mutual Fund	157375.00	705829.00	300000.00	300000.00
2) Principal Mutual Fund	404892.00	504605.00	460894.44	411357.45
3) IDBI Bank	468000.00	468000.00	468000.00	0.00
4) Kotak Mahindra Bank Ltd	0.00	0.00	0.00	200000.00
5) Union Bank of India	200000.00	200000.00	200000.00	0.00
6) State Bank of Mysore	1018000.00	1018000.00	1018000.00	1486000.00
TOTAL INSURANCE LAB INVESTMENTS	2248267.00	2896434.00	2446894.44	2397357.45
TOTAL INSURANCE LAB INVESTMENTS	2248267.00	2896434.00	2446894.44	2397357.45

^{**} Last quoted price if quoted during the last six months





SCHEDULES TO INCOME AND EXPENDITURE ACCOUNT

	Current Year	Previous Year
	Rs.	Rs.
SCHEDULE 18 TRAINING PROGRAMME FEES		
Training Programme Fees	159437618.32	103781097.96
Assignments Abroad	239386.50	1243997.50
	159677004.82	105025095.46
SCHEDULE 19 TRAINING ADVISORY / CONSULTANCY / EXAMINATION INCOME		
Training Advisory	6002100.00	3071750.00
Consutancy	157000.00	550000.00
Examination Income	6695628.00	1149013.00
	12854728.00	4770763.00
SCHEDULE 20 PGP INCOME		
PGP Fees	63663750.00	45931875.00
Application Fees etc.	52800.00	207600.00
	63716550.00	46139475.00
SCHEDULE 21 INTEREST		
Securities	12389317.63	13772829.57
Bank Balances	1030466.00	821321.00
Electricity, Water Deposit	119933.34	132613.98
Loans to Staff	52010.02	27241.06
Appreciation / Diminution on Investments	0.00	62570.30
	13591726.99	14816575.91
SCHEDULE 22 OTHER INCOME		
Members & Associate Members Contribution	140650.00	123949.00
Income From Sale of Books	95610.95	581037.00
Rent from Property	1801466.00	2159106.00
Miscellaneous Income	451963.65	209034.94
Income from Library Services	29854.00	25900.33
Income from AICPCU-IGIE Online Examination	3000.00	0.00
	2522544.60	3099027.27





STATEMENT OF ESTABLISHMENT EXPENSES

SCHEDULES TO INCOME AND EXPENDITURE ACCOUNT

Particulars	Current Year Rs.	Previous Year Rs.
1 Governing Board & General Body Meeting Expenses	417710.45	460174.75
2 Administrative Staff: Salaries, Allowances, Contributions to Provident Fund & Retirement benefits etc.	25406557.47	26795651.57
3 Conveyance	4620.00	12340.00
4 Staff Expenses	1762097.44	1119920.95
5 Insurance Premium	1485157.46	1020723.25
6 Security Charges	3166840.70	2554703.79
7 Pune Municipal Corporation	5956311.00	2558012.00
8 Tax Advertisement Expense	504102.00	537482.72
9 Audit Fees	402195.59	327479.31
10 Legal & Professional Fees	3018273.01	1528035.02
Total	42123865.12	36914523.36





STATEMENT OF EXPENSES ON OBJECTS OF THE TRUST

SCHEDULES TO INCOME AND EXPENDITURE ACCOUNT

			Particulars	Current Year Rs.	Previous Year Rs.
1. Expenses on Training and Research Projects			on Training and Research Projects		
	A. Training Programmes				
		a.	Catering Services	16263353.32	10554197.88
		b.	Honorarium to internal, external faculty	6353013.13	9595071.72
		C.	Transport, travelling and conveyance for external faculty etc.	1286319.00	919113.40
		d	Recreation & Entertainment for participants	900285.28	915515.25
		e	Transportation for participants	4047083.00	2967809.75
		f	Maintenance Housekeeping at Hostel	5588098.27	4424200.40
		Sub	Total MDP Direct Training Exp.	34438152.00	29375908.40
	B PGP Expenses		14732804.66	15005932.32	
	C	Indi	rect Expenses		
	1	Cons	sultancy Expenses	58104.50	0.00
	2 Examination Expenses	4816108.00	1542425.10		
	3		lemic Staff Salaries, allowances, contribution rovident Fund & retirement benefits.	43945704.1	27502373.95
4	Exp	enses	on publications	466977.92	318598.33
5	5 Printing and Stationery		and Stationery	2099373.31	1592248.26
6	6 Postage, telegram and telephone expenses		1609269.13	1823237.68	
7	Elec	ctricity	y	18424295.96	13983081.59
8	Libi	rary B	ooks written off	271101.00	197471.00
9	Peri	iodica	ls, Journals & Newspapers	1409439.36	775672.60
	TO	TAL C	/F	122271329.94	92116949.23





STATEMENT OF EXPENSES ON OBJECTS OF THE TRUST

SCHEDULES TO INCOME AND EXPENDITURE ACCOUNT

Particulars	Current Year Rs.	Previous Year Rs.
TOTAL B/F	122271329.94	92116949.23
10 Motor Car, Running & Maintenance expenses	174385.77	214091.76
11 Travelling Expenses (includes Faculty Development Travel)	1177361.02	1820732.88
12 Institutional Membership, Membership Subscription, Faculty Development fees .	49813.00	52813.00
13 Maintenance of Premises:	13525569.94	12813085.76
14 Water Charges	1949830.00	996624.00
15 Hostel/Cafetaria Furnishings	1124347.86	589472.25
16 Computer Maintenance	914529.62	1831322.71
17 Bank Charges, Miscellaneous Expenses etc.	47429.75	53980.14
18 Expert Committee meeting expenses	454134.47	1932585.60
19 Expenses on Publication of Books	0.00	408069.00
Sub-Total Indirect Expenses (c)	92517774.71	68447885.61
Total A+B+C	141688731.37	112829726.33
Note: Previous years figures are regrouped whereever necessary 20 Prior Period Adjustments		
i) Travelling Exp receivable from Member Co's written off	54982.96	0.00
ii) Net Salary of ex-employee in 1990 not collected written off	-1247.46	0.00
iii) Consultancy Project Income of earlier years reversed	1450000.00	0.00
iv) TDS of GIPSA not claimed written back	-27000.00	0.00
v) Video Conferencing expense refunded	-15140.00	0.00
	1461595.50	0.00



Notes to the Accounts:

1. Significant Accounting Policies

1.1 Basis of Preparation of financial statements

The financial statements are prepared on the accrual basis under the historical cost convention in accordance with Generally Accepted Accounting Policies, applicable accounting standards issued by the Institute of Chartered Accountants of India and the provisions of the Bombay Public Trust Act.

1.2 Use of Estimates

The preparation of financial statements requires management to make certain estimates and assumptions that affects the amounts reported in the financial statements and notes thereto. Differences between actual results and estimates are recognized in the period in which they materialize.

1.3 Fixed Assets

- 1.3.1) Fixed assets are stated at their original cost including freight, non refundable duties, tax and all direct and indirect expenses which are specifically attributable to acquisition and installation.
- 1.3.2) As per the policy followed by the trust since inception, full deprecation is provided on library Books in the year of acquisitions.

1.4 Depreciation/Amortisation

Depreciation is charged on the straight line method over the estimated useful lives of the assets determined as follows:

a)	Furniture	10%
b)	Office Equipment	10%
c)	Medical instruments	10%
d)	Motor Car	15%
e)	Tools	10%
f)	Sports Equipment	10%
g)	Computer Centre	50%
h)	Buildings	2%
i)	Plant & Machinery	10%
j)	Electrical Fixtures	10%
k)	Kitchen Equipment	10%
1)	Electronic Equipments	50%
m)	Software	100%
n)	Windmill	9%

1.5 Inventories

Consumable Stores are valued at cost on First in First out (FIFO) basis.



1.6 Income Recognition

Income from training services is recognised on percentage completion method.

1.7 Foreign currency transactions

- 1.7.1) Transactions in foreign currency are translated at the exchange rates prevailing on the date of the transaction.
- 1.7.2) Exchange gains or losses arising out of fluctuation in exchange rates on settlement during the year/translation at the year-end are recognized in the Income and Expenditure Account.

1.8 Retirement benefits

Contribution made to defined contribution plans like Provident Fund are charged off to Income and Expenditure Account. All the amounts paid towards leave encashment payments on retirement are provided for in the year of its payments. Separate additional provisions of Rs. 1,60,000/- for Leave Encashment Fund are made annually. No Actuarial Valuation is used for determining these adhoc provisions.

However annual contributions are also made to Group Gratuity-cum-Life Assurance Scheme managed by the LIC based on actuarial valuations.

- 2. In the Current year academic salaries includes arrears of Rs 54.63 lacs during the year for the period since 01/01/2006 due to implementation of CFTI pay scales.
- 3. Water charges supplied by the MIDC has almost doubled during the year from Rs 8.75per CuM to Rs 10.25 per CuM w.e.f March 2013 till Dec 2013 and subsequently Rs 16.50 per CuM.
- 4. Current year Corporation Tax (property tax) include Arrears of Property Tax of Rs 29.32 lac w.e.f April 1999 on account of differential residential and non residential rates.

5. Write off's (Prior Period adjustments)

Consultancy Project of earlier years reversed

The Academy had taken up the Consultancy Project on Rajeev Gandhi Jeevan Arogyadayi Yogana for Government of Maharashtra.:

- i. Invoice raised in Financial year 2011-12 for Rs 14,50,000/- plus service tax of Rs. 1,49,350/- (@10.30% on income of Rs. 14,50,000/-)
- ii. No Expenditure incurred against this project.
- iii. Delivery of the Services is not determinate as hard copy of Final Report is not on record though a version of soft copy is available.
- iv. Letters from Co-coordinator & team members that no specific amount committed by the Maharashtra Government (copies enclosed) Mr. A.J Kulthe the then Chair Professor (Non Life) has informed vide his mail dt. 10th June 2014, the then Director was of view, that Govt. of Maharashtra was involved in the formation of the N.I.A. and helped N.I.A. a lot hence we should help the Govt. by accepting gracefully whatever Govt. will decide and pay
- v. As there is no MOU or specific amount committed the Academy will not be able to insist on the Income receivable.

Since there is no indication that the work was completed and project report submitted to Government of Maharashtra the income of Rs 14.50 lacs is reversed.

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6. Reversal of Excess provision to Capital Reserve:

Capital Reserve is a reserve created out of the year's purchase of capital Assets out of surplus of Income and Expenditure account. The additions to Capital Assets and write off's of Assets disposed off is reflected in the Capital Reserve. The Gross Assets in Annexure 10 reflects the Capital reserve.

In the previous financial year 2012-13 an excess provision of Rs 1057056.75 was wrongly made to Capital Reserve, there by inflating the Capital Reserve. The wrong provision was because the closing balance of General Assets of Rs 71,78,086/- was considered instead of additions of Rs 6121029.25 lac. This has now been rectified in the current financial year 2013-14.

7. Contingent Liabilities

Claim against the Academy not acknowledged as debts:

- 7.1 Dr. Smita Totade HOD, IT under suspension has filed a writ petition before Mumbai High court a notice of which has been served by her advocate, the date of hearing is on 4th July. She has challenged her suspension. NIA has issued charge sheet for conducting a departmental inquiry against her. She was suspended for her failure in her supervisory capacity for irregularities in IT related matters and purchase without following the prescribed procedure. The Academy has been paying Subsistence Allowance to Dr. Totade as per rules. The balance payment of salary to Dr. Totade may arise which works to Rs 15.73 lac from 21st July 2012 to 31st March 2014. Other Statutory dues payable will be as per rules of the Academy.
- **7.2** The writ petition filed by the PGDM Students is in progress. The Academy has contended in the writ petition that the High Court has no jurisdiction to grant any relief and in all probability there appears no financial liability, if High Court grants the same.

7.3. Service Tax Appeal

The Service Dept. had issued a Show-Cause Notice for an outstanding Service Tax Liability of Rs. 534.65 lac (Rs 480.63 towards CTC and Rs 54.02 towards other services) on 20/04/2012. The liability was pertaining to services in respect of Commercial Training & Coaching, Business Consultancy, examination income, renting of immovable property & convention services i.e. use of infrastructure from the period from October 2006 to March 2012. The academy had filed an appeal with the Tribunal through its advocate stating various reasons why the Academy was not liable to service tax, foremost of which was that prior to amendment in Finance Bill 2010 institution such as NIA are not liable to pay service tax on Commercial Training or Coaching based on various decisions of the Tribunal itself and moreover the demand was also barred by limitation. The Academy started collecting and paying service tax under Commercial Training or Coaching after the amendment in Finance Bill 2010 i.e w.e.f 1/04/10. This appeal was ruled in favour of the Dept. by the Tribunal and directed NIA to pay 50% of the Service Tax demand of Rs 534.65 lac i.e Rs 267.33 lac.which was further reduced by the Hon'ble High Court & has instructed the Academy to pay 25% of Rs. 480.63 lac (for CTC service) &Rs. 54.02 Lacs in full (for other services). Accordingly, the Academy has paid Rs. 174.18 lac to the Service Tax Dept. on 07/02/2014.





Statutory Auditors

M/s HMA & Associates

Internal Auditors

M/s Sarika Bihani & Associates

Bankers

Bank of Maharashtra,
ICICI Bank
&
Union Bank of India



ANNEXURE



CALENDAR PROGRAMMES DURING 2013-14

Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
	Organisation Specific Programme by ISTM for NIA Staff	09.04.2013 13.04.2013	1	James P.C.
1	Programme for Retiring Executives (Non-Life)	25.04.2013 27.04.2013	0.5	Patwardhan M.C.
2	Programme for Retiring Executives (Non-Life)	25.04.2013 27.04.2013	0.5	Sangal Deepak
3	Workshop on Communication & Presentation Skills (Life) - I	29.04.2013 04.05.2013	1	Sharma S.V.
4	Programme on Estate Management (Non-Life)	29.04.2013 01.05.2013	0.5	Dholakia H.J.
5	Management of Motor Underwriting & Claims (OD) (Non-Life) - I	02.05.2013 04.05.2013	0.5	Dholakia H.J.
6	General Management Programme for Middle Level Executives (Life) - I	06.05.2013 15.05.2013	1.5	Muraleedharan P.
7	Techno Marketing in General Insurance (Non-Life) - I	06.05.2013 08.05.2013	0.5	Tandon C.S.
8	Programme on OD Claims Management (for Oriental) - 5 days	06.05.2013 10.05.2013	1	Chattoraj Abhijeet
9	Computer Assisted Managerial Decision Making (DO) (Life) - I	06.05.2013 11.05.2013	1	Page S.D., Dr.
10	Management of Strategic Issues for Insurance Executives (Non-Life) - I	09.05.2013 11.05.2013	0.5	James P.C.
11	Finance Appreciation Programme (Non-Life) - I	13.05.2013 15.05.2013	0.5	Uma S., Dr.
12	Programme for Middle Level Executives (Non-Life)I	13.05.2013 18.05.2013	1	Patwardhan M.C.
13	Programme on IT Awareness Programme (Life) - I	13.05.2013 18.05.2013	1	Sheth Sumesh
14	Financial Awareness Programme (Life) - I	16.05.2031 18.05.2013	0.5	Patwardhan M.C.
15	Programme on Enterprise Risk Management for Senior Executives (Non-Life) I	16.05.2013 18.05.2013	0.5	Doss S., Dr.
16	Programme on HRM & Industrial Relations (Life) - I	20.05.2013 25.05.2013	1	Muraleedharan P.
17	Prevention of Insurance Frauds (Non-Life) - I	20.05.2013 25.05.2013	1	Dholakia H.J.
18	Programme on Project Management (Combined)	20.05.2013 25.05.2013	1	Pathak Girijesh
19	Workshop on Distribution Channels Management (Non-Life) I	20.05.2013 22.05.2013	0.5	Nayak Ravindranath
20	Programme on Soft Skills (Non-Life)- I	23.05.2013 25.05.2013	0.5	Singh Archana



Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
21	Comprehensive Technical Programme in Life Insurance (Life)-I 08.06.2013	27.05.2013	2	Sheth Sumesh, Mr.
22	Programme on IT Management (Combined) - I	27.05.2013 01.06.2013	1	Deshpande Seema
23	Management of Marine Insurance (Cargo) (Non-Life) - I	27.05.2013 29.05.2013	0.5	Sangal Deepak
24	Programme on Integrated CRM (Life)-I	27.05.2013 29.05.2013	0.5	P.Ponpandian
25	Programme on Health Claims Management (Non-Life) - I	30.05.2013 01.06.2013	0.5	Chattoraj Abhijeet
26	General Management Programme for Middle Level Executives (Life) - II	03.06.2013 12.06.2013	1.5	Chugh Kiran
27	Management of Liability Insurance (Non - Life) - I	03.06.2013 05.06.2013	0.5	Nayak Ravindranath
28	Programme on Retail Insurance (Non-Life) - I	03.06.2013 05.06.2013	0.5	Doss S., Dr.
29	Management of Fire Insurance (Non-Life) - I	06.06.2013 08.06.2013	0.5	Sangal Deepak
30	Programme for Young Executives (P.Y.E.) (Life) I	10.06.2013 29.06.2013	3	P.Ponpandian
31	Programme for Women Managers (Combined) - I	10.06.2013 15.06.2013	1	Chaudhari Sushama, Dr.
32	Lessons Learnt under Right to Information Act (Non-Life) - I	10.06.2012 12.06.2013	0.5	Dholak ia H.J.
33	Insurance Regulatory Issues (Non-Life) - I	13.06.2013 15.06.2013	0.5	James P.C.
34	HRM & Industrial Relations (Non-Life) - I	17.06.2013 19.06.2013	0.5	Dash S.N.
35	Programme on Project Management (Technical - Advanced) (for Oriental)- 5 days	17.06.2013 21.06.2013	1	Tandon C.S.
36	Competency Development Programme for Chief Managers (Life) - I	17.06.2013 22.06.2013	1	Muraleedharan P.
37	Technical Programme for Audit Officers (Non-Life) - I	20.06.2013 22.06.2013	0.5	Bhandari A.K.
38	Programme for Retiring Executives (Non-Life)	20.06.2013 22.06.2013	0.5	Mehra S.K.
39	Insurance Management Programme for Industrial Customers -(Non-Life)	24.06.2013 26.06.2013	0.5	Gejji S.
40	Programme on Financial Awareness (Life) - II	24.06.2013 26.06.2013	0.5	Uma S., Dr.
41	Executive Development Programme for Young Managers (Non-Life) - I	24.06.2013 29.06.2013		Singh Archana
42	Managing People at Work (Non-Life) - I	27.06.2013 29.06.2013	0.5	Chaudhari Sushama, Dr.



Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
43	Programme on Information Security Awareness (Life)-I	27.06.2013 29.06.2013	0.5	Pathak Girijesh
44	Comprehensive Technical Programme in Life Insurance II (Life)	01.07.2013 13.07.2013	2	Chugh Kiran
45	Computer Assisted Managerial Decision Making (CO & ZO) (Life) - I	01.07.2013 06.07.2013	1	Page S.D., Dr.
46	Programme on Micro Insurance (Life) I	01.07.2013 03.07.2013	0.5	Singh Archana
47	Management Of Marine Insurance (Hull) (Non-Life) I	04.07.2013 06.07.2013	0.5	Dholakia H.J.
48	Programme for Retiring Exeucutives (United)	04.07.2013 06.07.2013	0.5	Uma S., Dr.
49	Workshop on Communication & Presentation Skills (Life) - II	08.07.2013 13.07.2013	1	Muraleedharan P.
50	Management of Project Insurance (Non-Life) I	08.07.2013 10.07.2013	0.5	Sangal Deepak
51	Management of Liability Insurance (Non-Life) -II	08.07.2013 10.07.2013	0.5	Chattoraj Abhijeet
52	Corporate Governance Issues for Senior Management (Combined) - I	11.07.2013 13.07.2013	0.5	James P.C.
53	Programme on Marketing Strategies (Life) -I	15.07.2013 20.07.2013	1	Saji Paul
54	Frontline Marketing Strategies (Non-Life) - I	15.07.2013 20.07.2013	1	Tiwari Shalini, Dr.
55	Programme on IT Management (Combined) -II	15.07.2013 20.07.2013	1	Deshpande Seema, Mrs.
56	Effective Claims Management (Non-Life) - I	15.07.2013 17.07.2013	0.5	Tandon C.S./Dholakia H.J
57	Management of Engineering Insurance (Non-Life) - I	18.07.2013 20.07.2013	0.5	Sangal Deepak
58	Programme on Financial Audit and Controls (Life)	22.07.2013 27.07.2013	1	Ponpandian P.
59	Competency Development Programme for Chief Managers (Life) - II	22.07.2013 27.07.2013	1	Nadkarni S.S.
60	Programme on Web & Mobile Based Marketing Strategies & Techniques (Combined) - I	22.07.2013 27.07.2013	1	Page S.D., Dr.
61	Management of Motor Underewriting & Claims (OD) (Non-Life) - II	25.07.2013 27.07.2013	0.5	James P.C.
62	General Management Programme for Middle Level Executives Life) - III	29.07.2013 07.08.2013	1.5	Sheth Sumesh
63	Comprehensive ReInsurance Management (Non-Life) I	29.07.2013 03.08.2013	1	Nayak Ravindranath
64	Management of Miscellaneous Insurance Business (Non-Life) - I	29.07.2013 03.08.2013	1	Dholakia H.J.



Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
65	P95 Programme on Retail Insurance (Non-Life) - II	05.08.2013 07.08.2013	0.5	Doss S., Dr.
66	Financial Risk Insurance (Non-Life) I	08.08.2013 10.08.2013	0.5	Uma S., Dr.
67	Management of Strategic Issues for Insurance Executives (Non-Life) - II	12.08.2013 14.08.2013	0.5	James P.C.
68	Financial Inclusion & Social Marketing (for United)	12.08.2013 13.08.2013	0.5	Singh Archana
69	Programme for Middle Level Executives (Non-Life) II	19.08.2013 24.08.2013	1	Patwardhan M.C./Uma S., Dr.
70	Computer Assisted Managerial Decision Making (OOs) Non-Life- I	g 19.08.2013 24.08.2013	1	Page S.D., Dr.
71	Environment Management for S/DMs (Life) - I	19.08.2013 21.08.2013	0.5	Vijayalakshmi D.
72	Enterprise Risk Management for Senior Executives (Non-Life) - II	19.08.2013 21.08.2013	0.5	Doss S., Dr.
73	Actuarial Practices in Life Insurance (Life) I	22.08.2013 24.08.2013	0.5	Chugh Kiran
74	Programme for Young Executives (P.Y.E.)	26.08.2013 14.09.2013.	3	Saji Paul
75	Workshop on Distribution Channels Management (Non-Life)- II	26.08.2013 28.08.2013	0.5	K. Surya Rao
76	Investment Appreciation Programme (Life) I	26.08.2013 31.08.2013	1	P. Ponpandian
77	Cyber Liabilities & Cyber Laws (Combined) I	26.08.2013 31.08.2013.	1	Page S.D.,Dr./ Deshpande Seema
78	Programme on Claims Management (Fire, enegineering, Marine) (Oriental) -5 days	26.08.2013 30.08.2013	1	Mehra S.K.
79	Management of Marine Insurance (Cargo) (Non-Life) II	29.08.2013 31.08.2013	0.5	Dholakia H.J.
80	Developing Leaders for Tomorrow (Non-Life)-	02.09.2013 07.09.2013	1	Dash S.N.
81	Financial & Actuarial Computing (Life) - I	02.09.2013 07.09.2013	1	Page S.D., Dr.
82	Workshop on Motor Third Party Claims (Non-Life) - I	12.09.2013 14.09.2013	0.5	Gejji S.
83	Programme on Financial Awareness Programm (Life) - III	e 12.09.2013 14.09.2013	0.5	Uma S., Dr.
84	General Management Programme for Middle Level Executives (Life) - IV	16.09.2013 25.09.2013	1.5	Ponpandian P.
85	Health Claims Management (Non-Life) - II	16.09.2013 18.09.2013	0.5	Tandon C.S.
86	Actuarial Appreciation Programme for Senior Executives (Life)	16.09.2013 18.09.2013	0.5	Vijayalakshmi D.



Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
87	Programme on Soft Skills (Non-Life)- II	19.09.2013 21.09.2013	0.5	Singh Archana
88	Programme on Corporate Branding & Reputation (for United)	20.09.2013 21.09.2013	0.5	Tiwari Shalini, Dr.
89	Leadership Competencies for Business Excellence (Non-Life) - I	23.09.2013 25.09.2013	0.5	Chaudhari Sushma, Dr.
90	Corporate Governance Issues for Senior Management (Combined) - II	23.09.2013 25.09.2013	0.5	Rao Surya K.
91	Programme on Insurance Technology Trends (Combined) - I	23.09.2013 28.09.2013	1	Pathak Girijesh
92	Programme on Marketing Strategies for B&AC (Life)I	26.09.2013 28.09.2013	0.5	Nadkarni S.S.
93	Management of Petrochemical Risks & Energy Risks (Oil & Gas)	26.09.2013 28.09.2013	0.5	Sangal Deepak
94	Environment Management for S/DMs (Life) - II	03.10.2013 05.10.2013	0.5	Vijayalakshmi D.
95	Enterprise Risk Management for Senior Executives (Non-Life) III	03.10.2013 05.10.2013	0.5	James, P.C.
96	Information Security Awareness (Life) - II	03.10.2013 05.10.2013	0.5	Pathak Girijesh
97	Programme for Retiring Executives (Non-Life) -IV	03.10.2013 05.10.2013	0.5	Dash S.N.
98	Programme for Retiring Executives (Non-Life) -VI	03.10.2013 05.10.2013	0.5	Mehra S.K.
99	Programme on Marketing Strategies (Life) – II	07.10.2013 12.10.2013	1	Nadkarni S.S.
100	Effective Claims Management (Non-Life) - II	07.10.2013 09.10.2013	0.5	James P.C.
101	Integrated Management Programme for Managers (Life) - I	07.10.2013 12.10.2013	1	Saji Paul
102	Financial & Actuarial Computing (Life) - II	07.10.2013 12.10.2013	1	Page S.D., Dr.
103	Management of Rural & Micro Insurance (Non-Life)	10.10.2013 12.10.2013	0.5	Dash S.N.
104	Comprehensive Technical Programme in Life Insurance (Life) III	14.10.2013 26.10.2013	2	Muraleedharan P.
105	Management of Strategic Issues for Insurance Executives (Non-Life) - III	14.10.2013 16.10.2013	0.5	Patwardhan M.C.
106	Reinsurance Management Overview - I	17.10.2013 19.10.2013	0.5	Nayak Ravindranath
107	Creating Superior Performance (Non-Life) - II	21.10.2013 23.10.2013	0.5	Chaudhari Sushma, Dr.
108	Executive Development Programme for Young Managers (Non-Life) - II	21.10.2013 26.10.2013	1	Uma S., Dr.



Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
109	Web & Mobile Based Marketing Strategies & Techniques (Combined) - II.	21.10.2013 26.10.2013	1	Pathak Girijesh
110	Workshop On Communication & Presentation Skills (Life) - III	28.10.2013 02.11.2013	1	Saji Paul
111	Risk Based Underwriting & Actuarial Appreciation (Non-Life) - II	28.10.2013 30.10.2013	0.5	Doss S., Dr.
112	Health Insurance Management (Non-Life) - I	28.10.2013 02.11.2013	1	Chattoraj Abhijeet/ Tandon C.S.
113	Programme on Advance Loss of Profil (ALOP) (National) I	31.10.2013 02.11.2013	0.5	Sangal Deepak, Mr.
114	Competency Development Programme for Chief Managers (Life) - III	11.11.2013 16.11.2013	1	Muraleedharan P.
115	HRM & Industrial Relations (Non-Life) - II	11.11.2013 13.11.2013	0.5	Dash S.N.
116	Programme on Financial Awareness Programme (Life) - IV	11.11.2013 13.11.2013	0.5	Uma S., Dr.
117	Insurance Technology Trends (Combined) - II	11.11.2013 16.11.2013	1	Pathak Girijesh
118	Techno Marketing in General Insurance (Non-Life)-II	14.11.2013 16.11.2013	0.5	Tandon C.S.
119	Programme for Young Executives (P.Y.E.) (Life) - III	18.11.2013 07.12.2013	3	Nadkarni S.S.
120	Prevention of Insurance Frauds (Non-Life) - II	18.11.2013 23.11.2013	1	Tandon C.S., Mr.
121	Comprehensive Technical Programme in General Insurance (Non-Life)	18.11.2013 07.12.2013	3	Nayak Ravindfranath/ Dholakia H.J.
122	Computer Assisted Managerial Decision Making (OOs) Non-Life - II	18.11.2013 23.11.2013	1	Page S.D., Dr.
123	Programme on Retail Insurance (Non-Life) - III	25.11.2013 27.11.2013	0.5	Sangal Deepak
124	Programme on Data Mining and Interpretation (Combined)	25.11.2013 30.11.2013	1	Pathak Girijesh
125	Lessons Learnt Under Right To Information Act (Non-Life) - II	28.11.2012 30.11.2013	0.5	Dholakia H.J.
126	Programme for Women Managers (Combined) - II	02.12.2013 07.12.2013	1	Uma S., Dr.
127	Workshop on Miscellaneous Products (Oriental) I -5 days	02.12.2013 06.12.2013	1	Mehra S.K.
128	General Management Programme for Middle Level Executives (Life) - V - 10 Days	09.12.2013 18.12.2013	1.5	Saji Paul, Mr.
129	Insurance Accounting, Audit & Control (Non-Life) - I	09.12.2013 11.12.2013	0.5	Tandon C.S.
130	Programme for Middle Level Executives (Non-Life) - III	09.12.2013 14.12.2013	1	Patwardhan M.C.



Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
131	Programme on IT Awareness Programme (Life) - II	09.12.2013 14.12.2013	1	Sheth Sumesh
132	Finance Appreciation Programme (Non-Life) - III	16.12.2013 18.12.2013	0.5	Uma S., Dr.
133	Management of Liability Insurance (Non-Life) - III	16.12.2013 18.12.2013	0.5	James P.C.
134	Programme on Health Insurance Underwriting (Non-Life)	19.12.2013 21.12.2013	0.5	Tandon, C.S.
135	Managing People at Work (Non-Life) - II	23.12.2013 28.12.2013	1	Chaudhari Sushama, Dr.
136	Corporate Governance Issues for Senior Management (Combined) - III	26.12.2013 28.12.2013	0.5	Vijayalakshmi D.
137	Management of Project Insurance (Non-Life) - II	30.12.2013 01.01.2014	0.5	Tandon C.S.
138	Programme on HRM & Industrial Relations (Life) - II	30.12.2013 04.01.2014	1	Chugh Kiran
139	Management of Liability Insurance (Non-Life) - IV	02.01.2014 04.01.2014	0.5	Singh Satyendra
140	Programme for Young Executives (P.Y.E.) (Life) -IV	06.01.2014 25.01.2014	3	Muraleedharan P.
141	Financial Awareness Programme (Life) - V	06.01.2014 08.01.2014	0.5	Patwardhan M.C.
142	Cyber Liabilities & Cyber Laws (Combined) - II	06.01.2014 11.01.2014	1	Deshpande Seema
143	Leadership Competencies for Business Excellence (Non-Life) - II	09.01.2014 11.01.2014	0.5	Chaudhari Sushma, Dr.
144	C.D.Deshmukh Seminar on Future of Life Insurance : Evolving Business Paradigm to Capitalize on Regulatory Changes (Life)-2Days	10.01.2014 11.01.2014	0.5	Vijayalakshmi D.
145	Management of Strategic Issues for Insurance Executives (Non-Life) - IV	13.01.2014 15.01.2014		James P.C.
146	Frontline Marketing Strategies (Non-Life) - II	13.01.2014 18.01.2014		Tiwari Shalini, Dr.
147	Computer Assisted Managerial Decision Making (DO) (Life) - II	13.01.2014 18.01.2014		Pathak Girijesh
148	Programme on Insurance Accounting, Audit & Control (Non-Life) - II	16.01.2014 18.01.2014	I	Uma S., Dr.
149	Programme for Retiring Executives (Non-Life) -VI	20.01.2014 22.01.2014		Mehra S.K./Dash S.N.
150	Integrated Management Programme for Managers (Life) - II	20.01.2014 25.01.2014		Ponpandian P.
151	Programme on Managerial Effectiveness (Life) I	27.01.2014 01.02.2014		Chugh Kiran



152	Management of Miscellaneous Insurance Business (Non-Life) - II	27.01.2014 01.02.2014		Rao Surya K.
153	Programme on Information Systems Audit (Non-Life) - II	27.01.2014 01.02.2014		Deshpande Seema
154	Risk Based Underwriting & Actuarial Appreciation (Non-Life) - III	30.01.2014 01.02.2014		Doss S., Dr.
155	Comprehensive Technical Programme in Life Insurance (C.T.P.L.I.) - IV	03.02.2014 15.02.2014		Ponpandian P.
156	Programme on Health Insurance Management (Non-Life) - II	03.02.2014 08.02.2014		Tandon C.S.
157	Programme on Rural Insurance (New India) 5 Days	03.02.2014 08.02.2014		Gejji S.
158	Workshop on Predictive Analytics (Life) I	03.02.2014 08.02.2013	1	Page S.D., Dr.
159	Programme on Reinsurance Management Overview - II	10.02.2014 12.02.2014		Nayak Ravindranath
160	Programme on Information Systems Audit (Life) - I	10.02.2014 15.02.2014		Pathak Girijesh
161	Effective Claims Management (Non-Life) - III	13.02.2014 15.02.2014		Dholakia H.J.
162	General Management Programme for Middle Level Executives (Life) - VI - 10 Days	17.02.2014 26.02.2014		Nadkarni S.S.
163	Management Of Fire Insurance (Non-Life) - II	17.02.2014 19.02.2014	0.5	Nanda S.P.
164	Corporate Governance Issues for Senior Management (Combined) - IV	20.02.2013 22.02.2013	0.5	James P.C.
165	Management of Rural & Micro Insurance (Non-Life) - II	24.02.2014 26.02.2014	0.5	Singh Archana
166	Developing Leaders for Tomorrow (Non-Life) - II	24.02.2014 01.03.2014		Dash S.N.
167	Information Systems Audit (Life) - II	24.02.2014 01.03.2014.		Deshpande Seema
168	Programme on Integrated CRM (Life) - II	27.02.2014 01.03.2014		Chugh Kiran
169	Workshop on Communication & Presentation Skills (Life) - IV	03.03.2014 08.03.2014		Vijayalakshmi D.
170	Workshop on Motor Third Party Claims (Non-Life) - II	03.03.2014 05.03.2014		Gejji S.
171	Programme for Women Managers (Combined) - III	03.03.2014 08.03.2014		Tiwari Shalini, Dr.
172	Programme on Retail Insurance (Non-Life) - IV	06.03.2014 08.03.2014		Rao Surya K
173	Programme for Middle Level Executives (Non-Life) - IV	10.03.2014 12.03.2014		Patwardhan M.C.
174	Programme on Consumer Courts and Ombudsman (Combined)	20.03.2014 22.03.2014		Dholakia H.J.
168 169 170 171 172 173	Information Systems Audit (Life) - II Programme on Integrated CRM (Life) - II Workshop on Communication & Presentation Skills (Life) - IV Workshop on Motor Third Party Claims (Non-Life) - II Programme for Women Managers (Combined) - III Programme on Retail Insurance (Non-Life) - IV Programme for Middle Level Executives (Non-Life) - IV Programme on Consumer Courts and	24.02.2014 01.03.2014. 27.02.2014 01.03.2014 03.03.2014 03.03.2014 05.03.2014 08.03.2014 08.03.2014 06.03.2014 10.03.2014 12.03.2014 20.03.2014	1 0.5 1 0.5 1 0.5 0.5	Chugh Kiran Vijayalakshmi D. Gejji S. Tiwari Shalini, Dr. Rao Surya K Patwardhan M.C.



ADDITIONAL/OFF CALENDAR PROGRAMMES DURING 2013-14

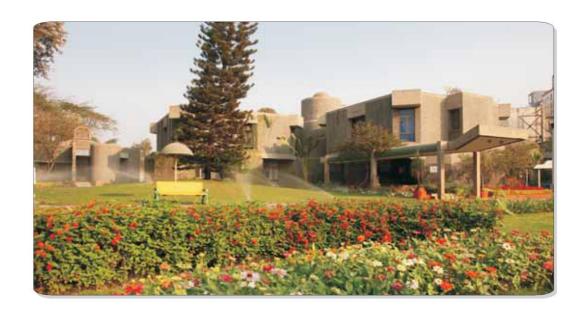
Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
1	Refresher Training Programmes for Officers of ECGC	15.04.2013 27.04.2013	2	Nayak Ravindranath
2	Insurance Brokers Training- Slot 55	15.04.2013 27.04.2013	2	Gejji S.
3	Renewal of Insurance Brokers License - Slot 39	15.04.2013 18.04.2013	1	Dholakia H.J.
4	Induction Training Programme for Probationary Officers of ECGC	13.05.2013 01.06.2013	3	Gejji S./ Chaudhari Sushama, Dr.
5	Training Programme for Qualifying exam for Officers of GIC - 5 days	13.05.2013 17.05.2013	1	Tandon C.S.
6	Top 50 Insurance Advisors Meet (United)	03.06.2013 04.06.2013	0.5	Sangal Deepak
7	BAM - CA-2	28.06.2013 29.06.2013	0.5	Doss S., Dr.
8	Renewal of Insurance Brokers License - Slot 40	10.07.2013 13.07.2013	1	Doss S., Dr.
9	Programme on Vigilance (United)	12.08.2013 14.08.2013	0.5	Sangal Deepak
10	Programme on Credit Risk Insurance (New India)- 2 days	10.09.2013 11.09.2013	0.5	Gejji S.
11	Insurance Brokers Training- Slot- 56	16.09.2013 28.09.2013	2	Sangal Deepak
12	Programme on CWISS Funtionalities (New India)- 5 days	16.09.2013 20.09.2013	1	Surya Rao K.
13	IT Business Alignment & Synergy (New India) II -2 days	24.09.2013 25.09.2013	0.5	Page S.D., Dr.
14	Renewal of Insurance Brokers License - Slot 41	25.09.2013 28.09.2013	1	Nayak Ravindranath
15	CWISS Funtionalities (New India) II - 5 days	28.10.2013 01.11.2013	1	S.D. Page, Dr.
16	FAIR Seminar Mastering Risk to Manager Our Future (Non-Life)	07.11.2013 09.11.2013	0.5	James P.C./Rao Surya/ Doss S., Dr.
17	Property Insurance (Fire&Engineering / Operational Cover) -5 days (Oriental)	18.11.2013 22.11.2013	1	Mehra S.K.
18	Insurance Brokers Training- slot 57	25.11.2013 07.12.2013	2	Patwardhan M.C.
19	Renewal of Brokers- slot 42 -	25.11.2013 28.11.2013	1	Uma S., Dr.
20	Induction Training Progamme for Direct Recruits of GIC	02.12.2013 28.02.2014	13	Nayak Ravindranath/ Singh Satyendra/ Dholakika H.J.



ADDITIONAL/OFF CALENDAR PROGRAMMES DURING 2013-14

Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
21	CWISS Reports (New India) I - 2 days	27.12.2013 28.12.2013	0.5	Page S.D., Dr.
22	Programme on Insurance Appreciation for National Institute of Communi. Finance (NICF)	06.01.2014 08.01.2014	0.5	Vijayalakshmi D.
23	CWISS Reports (New India) II - 2 days	24.01.2014 25.01.2014	0.5	Rao Surya K.
24	Renewal of Brokers- slot 43	10.02.2014 13.02.2014	1	Doss S., Dr.
25	Training Programme for Qualifying exam for Officers of GIC - 5 days	24.03.2014 28.03.2014	1	Tandon C.S.











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