

# AI Risk Assessment Report

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**AI Analysis: DETAILED ANALYSIS: Age, Occupation, and Lifestyle:** Raj is a 26-year-old IT engineer working as an analyst in Thane. His healthy lifestyle includes regular gym visits, swimming, and a high step count (11,000 steps/day), indicating good physical activity. He occasionally consumes alcohol, and doesn't smoke, which are further positive lifestyle factors. His commute involves a mix of car and public transport, which may expose him to some accidents depending on the traffic conditions in Thane. His onsite job suggests consistent routine and potentially lower risk compared to field-based positions.

**Medical History and Current Health Status:** Raj has a BMI of 21.3, which falls within the healthy range. He reports having a pre-existing condition of BP (Blood Pressure) despite only being 26. He gets annual medical checkups, with the last one in February 2024. His family medical history includes diabetes, heart disease, and hypertension. His spouse's age is 24. He reports no allergies or medications.

**Financial Stability and Income Capacity:** Raj earns a monthly salary of Rs. 92,000, with a total CTC of Rs. 1,400,000. His income stability is rated as "high," which is positive. He has existing EMIs of Rs. 48,000 and monthly expenses of Rs. 33,000, leaving him with a disposable income of Rs. 11,000. This suggests he manages his finances reasonably well but has limited disposable income.

**Insurance History and Claims Experience:** Raj currently has a term life insurance policy with Aditya Birla, providing a sum assured of Rs. 100,000 and a premium of Rs. 9,000. He has had one health insurance claim for Rs. 82,000 due to hospitalization in 2023. He doesn't have a health insurance policy at present and hasn't lapsed any policies.

**High-Risk Factors:** The primary high-risk factor is his pre-existing condition of hypertension at a young age, coupled with a family history of heart disease and diabetes. Having a relatively low sum assured Life Insurance cover, is not ideal considering his income level. His claim history of hospitalization, even one year ago, shows he is prone to health-related issues.

**Positive Indicators:** His healthy lifestyle (gym, swimming, high step count), non-smoking status, moderate alcohol consumption, and high income stability are positive indicators.

**RISK FACTORS:**

- Pre-existing Hypertension:** Increases the risk of cardiovascular events and overall health complications, leading to higher premiums or potential policy exclusions.
- Family History of Diabetes, Heart Disease, and Hypertension:** Indicates a genetic predisposition to these conditions, raising the likelihood of Raj developing them, hence making him more susceptible to illnesses.
- Prior Health Insurance Claim (Rs. 82,000 in 2023):** Suggests a higher probability of future claims, potentially impacting premium rates.
- Limited Disposable Income:** Reduced disposable income might affect his ability to afford comprehensive insurance coverage and riders.

**POSITIVE INDICATORS:**

- Healthy Lifestyle (Gym, Swimming, High Step Count):** Reduces the risk of many health problems and indicates a proactive approach to well-being, potentially leading

to lower premiums. Non-Smoker: Significantly reduces the risk of various diseases, including cancer and heart disease, making him a more favorable insurance candidate. High Income Stability: Provides assurance of consistent premium payments, which is a positive factor for insurers. Young Age (26): Generally associated with lower health risks (excluding the existing hypertension) compared to older individuals, often resulting in more favorable premiums.

**AREAS OF CONCERN:** Hypertension at a Young Age: Requires further investigation to understand the severity and control measures in place. A comprehensive medical report and adherence to treatment plans will be required. Low Existing Life Insurance Coverage: Sum assured is significantly lower than his annual income, potentially leaving dependents financially vulnerable in the event of his demise. A higher cover would be beneficial. No Current Health Insurance: He lacks sufficient coverage in case of any medical emergencies. He may need to provide further clarification on the adequacy of his current health coverage. Relatively High EMI Compared to Disposable Income: Might limit his ability to afford comprehensive insurance plans and additional riders.

**RECOMMENDATIONS:** Policy Recommendations: Term Insurance: Increase the sum assured to at least 10-12 times his annual income (Rs. 1.4 crore to Rs. 1.68 crore) to adequately cover his family's financial needs. Health Insurance: Purchase a comprehensive health insurance policy with a sum insured of at least Rs. 10 lakhs, considering his pre-existing hypertension and family medical history. Accident Insurance: An accident insurance policy with coverage of at least Rs. 5 lakhs to cover accidental injuries or disability is advised given his commute. Coverage Amounts: Term Insurance: Rs. 1.4 to 1.68 crore. Health Insurance: Rs. 10 lakhs (minimum), with riders for critical illness and hospital cash benefits. Accident Insurance: Rs. 5 lakhs. Medical Requirements: Submit a recent medical report detailing his blood pressure levels, any related complications, and current treatment plan. Undergo a comprehensive medical checkup to assess overall health and identify any potential risks. Premium Payment Options: Annual or semi-annual payment options may offer discounts compared to monthly payments, given his high income stability. Consider opting for auto-debit to ensure timely payments and avoid policy lapses. Riders and Additional Coverage: Critical Illness Rider: Highly recommended, considering his family medical history. Hospital Cash Rider: Provides daily cash benefits during hospitalization, helping to cover incidental expenses. Disability Rider: Provides financial support in case of permanent disability due to an accident or illness.

**CONCLUSION:** Raj's risk profile is moderate, primarily due to his pre-existing hypertension and family medical history. His healthy lifestyle and high-income stability are positive factors. While he has existing life insurance, it is significantly under-insured and he lacks comprehensive health coverage. Therefore, it is highly recommended that Raj increase his term life insurance sum assured, obtain a comprehensive health insurance policy with relevant riders, and undergo a detailed medical assessment to ensure accurate risk evaluation and appropriate policy customization.

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