

Gist of Underwriting Guidelines: Updated as on 6th Sept 2019

Risk Scoring and Exclusions			OCL- 15 Branches - Agency & Direct		OCL guidelines		Channel		North East case	
High Risk	Risk Score>75	CPV + MER	Br	Branch Name	Cash receipting not Allowed		Agency only		Arunachal Pradesh	PD Channel - Decline Agent 80156585 - State Assam - Decline Agent 80148045 - CPV Mandatory All Others - UW Discretion
	E&Y Score >144		JAI	Jaipur	Occupation proof		Agency only		Assam	
	Red Category PIN		BAG	Bengaluru	Education proof		Agency only		Manipur	
Medi um risk	Risk Score = 75	CPV	BAR	Baroda	Distance >50 KM or Other state		Both Direct and Agency		Meghalaya	
	E&Y Score 112 to 144		AHM	Ahmedabad	Client name on Cheque is mandatory		Agency only		Mizoram	
	Orange Category PIN		DL2	Rajendra place	6 months' Bank Statement		Agency only		Nagaland	
	OCL 15 Branches		DLB	Delhi Rohini	Profile investigation if Video PLVC is not available		Both Direct and Agency		Sikkim	
	High Claims PIN		ND1	Pitampura					Tripura	
	DOB 01/01, Nominee, Single name etc		GWA	Gwalior						
	Agent 80156585		NAS	Nasik						
	Agent 80148045		GAW	Guwahati						
Exclus ions	ULIP	Waiver	HYD	Hyderabad					Other Guidelines	
	Single Premium		GOR	Gorakhpur	Green		Safe Location		SICL - Revival cases - MER Mandatory	
	Age 15 or Less		BHB	Bhubaneshwar	Yellow		UW Guidelines		Selfie with Sales should NOT be called for	
	Existing client >2 years		BHO	Bhopal	Orange-1		Investigation		Non Mandatory MER is to be called only if CPV is not possible	
	Green Category PIN		ALI	Aligarh	Orange-2		Tele Verification		BFL cases : CIBIL Mandatory	
	Cancer Protect plan				Red		Investigation + MER		BDP Product – Online (Without assistance) should not be allowed for client from FGI Branch locations or Non Salaried	
	FOTP				Early Claim		Investigation			
	HHI option 1 or 2									

Risk Category	Followup code1	Followup code2	Followup code3	For Waiver
Risk Score >75	PRE (Either CPV or PLVC)	SHR	MPN	HOD Approval
Risk Score =75	PRE (Either CPV or PLVC)	SMR		HOD Approval
EY Score > 144	PRE (Either CPV or PLVC)	SHE	MPN	HOD Approval
EY score 111 to 144	PRE (Either CPV or PLVC)	SME	HRP	HOD Approval
PIN code-Red	PRE (Either CPV or PLVC)	SRP	HRP	HOD Approval
PIN code-Orange	PRE (Either CPV or PLVC)	SOP	HRP	HOD Approval
PIN code-North East -PD	PRE (Either CPV or PLVC)	SND	HRP	Decline
PIN code-North East - Others	PRE (Either CPV or PLVC)	SNV	HRP	Underwriter Discretion
PIN code-High Claims	PRE (Either CPV or PLVC)	SHC	HRP	Underwriter Discretion
OCL - Agency, Direct & Broker (excl Robinhood)	PRE (Either CPV or PLVC)	OCL		HOD Approval
IIB>799	PRE (Either CPV or PLVC)	IIB		HOD Approval
High Risk Profile - 01/01, Nominee, <SSC,single Name - any 2	PRE (Either CPV or PLVC)	SMP		Underwriter Discretion
High Risk Sales Manager	PRE (Either CPV or PLVC)	HRS		HOD Approval
Online, Monthly, ULIP other than PB	PRE (Either CPV or PLVC)	OMU		HOD Approval
1st 3 cases of New Agent and then every 15th case	PRE (Either CPV or PLVC)	NAR		HOD Approval
1st 3 cases of New City	PRE (Either CPV or PLVC)	NCR		HOD Approval
01/01 dob, Cash, below graduate or Income<40K	PRE (Either CPV or PLVC)	PHR		HOD Approval
High Risk Agent 80148045	PRE (Either CPV or PLVC)	HRA		CPV or PLVC Mandatory
High Risk Broker: 80133352	PRE (Either CPV or PLVC)	HRA		
High Risk Agent: 80164909	PRE (Either CPV or PLVC)	HRA		
AU Channel case	PRE (Either CPV or PLVC)	HRA		
High Risk Agent 80156585	PRE (Either CPV or PLVC)	HRA		CPV or PLVC Mandatory (Decline for Assam)
SICL case: 80042134	PRE (Either CPV or PLVC)	HRA		Decline
Other High Risk Agents	PRE (Either CPV or PLVC)	HRA		Underwriter Discretion

Revised Underwriting Guidelines for Preferred Partners

a. Key Partners are defined as :

i. For Partnership distribution: BFL, Robinhood, Prosales, AU, SFB

ii. For Agency : Agents with vintage of 3+ years , Claims ratio of < 2 /1000 in last 1 year,
13 M Persistency >75%

b. Minimum Bureau score of 600+ is mandatory.

c. Petty Occupations to be excluded.

d. Bank statement with at least six months entries in all cases.

e. Kindly find attached the FQ & FAR pdf which needs to be submitted during sale journey.

Following grid will be applicable:

Total Premium Payable	Requirements	PPC (Premium Paying Capacity) Allowed
Up to Rs. 1,00,000	Income disclosed in the proposal form	30% of disclosed income
100,001-3,00,000	For Preferred Partners and Preferred Agents :	40% of disclosed income +25%of liquid investments as per proofs
	1. Financial Questionnaire (FQ) by the proposer for preferred partners	
	2. Financial Assessment Report (FAR) submitted by Agency Regional Head /State head of P.D Channel	
>Rs. 300,000	Income Proofs as per AML guidelines	50% of disclosed income +25%of liquid investments as per proofs

Income multiple for Investment Plan		
Maximum cover available to major lives with verifiable source of income and occupation(male and female)	Age at entry	Total Insurance
	18-39	25 times average annual income
	40-50	20 times average annual income
	51-60	12 times average annual income
	61 & above	5 times average annual income

Online term plan	
Income Multiple	18 -35 years : 25
	26 – 45 years : 20
	46 – 55 years : 15
Sum Assured Calculation	100% of the capitalized life sum assured under current, simultaneous and all in force previous insurance cover with FG on the life assured not over two years old.
SAR Formula	As per Reinsurer guidelines
Formula for calculation of medical & financial U/W SA	Option 1 (Lump sum) = Sum Assured
	Option 2b (Increasing Monthly Income) = Monthly payout x 12 x duration of term/1.5
	Option 2a (Level Monthly Income) = Monthly payout x 12 x duration of term/2

Income multiple for Term Plan		
Age	Salaried & professional	Self-employed / Business
18--22	Based on merits of profile, occupation and income	
23 – 40	20 times	15- 20 times
41 – 50	15times	10-12 times
51 – 55	10 times	5 times
56 – 60	5 times	Based on merits

EXPRESS TERM		
Age Band	Annual Income Multiple	Financial multiples Annual Income Multiple shall not be applicable up to the Non-medical limits for Amex customers Annual Income Multiple to be applicable beyond NML as per below table. If the applicant is not viable for the applied cover, sum assured to be reduced accordingly.
18 to 35 years	25	
36 to 40 years	20	
41 to 45 years	20	
46 to 50 years	15	
51 to 55 years	15	
56 to 65 years	10	

Annual Income	Premium to Income Ratio
Up to 2 lakhs	20% of Annual Income
2 to 5 Lakhs	30% of Annual Income
5 to 10 Lakhs	40% of Annual Income
10 Lakh & Abv	50% of Annual Income

Investment Plan – Including TROP: Agency and Direct Channel									
MSAR / Age in years	Up to 13	14- 17	18 – 35	36 - 40	41 – 45	46 – 50	51 – 55	56-60	61 and above
Up to 100,000	NM	NM	NM	NM	NM	NM	NM	NM	A
100,001-200,000	NM	NM	NM	NM	NM	NM	NM	NM	A
200,001 to 500,000	NM	NM	NM	NM	NM	NM	NM	B	B
500,001 to 10,00,000	NM	NM	NM	NM	NM	NM	NM	B	B
1,000,001 to 1,500,000	NM	NM	NM	NM	NM	NM	D	D	D
1,500,001 to 2,000,000	NM	NM	NM	NM	NM	NM	D	E	E
2 000,001 to 3,500,000	NM	NM	NM	NM	NM	D	D	E	E
3,500,001 to 5,000,000	NM	NM	NM	NM	D	E	E	E	E
5,000,001 to 6,000,000	G	A	NM	D	E	E	E	E	E
6,000,001 to 7,500,000			NM	E	E	E	E	E	E
7,500,001 to 9,999,999			D	E	E	E	E	E	E
10,000,000 and above			D	E	E	E	E	E	E

*Subject to approval of Reinsurer

Investment Plan- Including TROP: Robinhood, BFL , Saraswat & Pro Sales									
MSAR / Age in years	Up to 13	14- 17	18 – 35	36 - 40	41 – 45	46 – 50	51 – 55	56-60	61 and above
Up to 100,000	NM	NM	NM	NM	NM	NM	NM	NM	A
100,001-200,000	NM	NM	NM	NM	NM	NM	NM	NM	A
200,001 to 500,000	NM	NM	NM	NM	NM	NM	NM	NM	B
500,001 to 10,00,000	NM	NM	NM	NM	NM	NM	NM	B	B
1,000,001 to 1,500,000	NM	NM	NM	NM	NM	NM	NM	D	D
1,500,001 to 2,000,000	NM	NM	NM	NM	NM	NM	D	E	E
2 000,001 to 3,500,000	NM	NM	NM	NM	NM	D	D	E	E
3,500,001 to 5,000,000	NM	NM	NM	NM	D	E	E	E	E
5,000,001 to 7,500,000	G	A	NM	E	E	E	E	E	E
7,500,001 to 9,999,999			D	E	E	E	E	E	E
10,000,000 and above			D	E	E	E	E	E	E

*Subject to approval of Reinsurer

Investment Plan: Other than Agency and Direct Channel & Preferred Partners Robinhood, BFL , Saraswat & Pro Sales							
MSAR / Age in years	Upto 13	14- 17	18 – 35	36 – 45	46 – 50	51 – 55	> 55 years
Up to 100,000	NM	NM	NM	NM	NM	NM	NM
100,001-200,000	NM	NM	NM	NM	NM	NM	NM
200,001 to 500,000	NM	NM	NM	NM	NM	NM	B
500,001 to 10,00,000	NM	NM	NM	NM	NM	B	B
1,000,001 to 1,500,000	NM	NM	NM	NM	B	B	D
1,500,001 to 2,000,000	NM	NM	NM	NM	D	D	E
2 000,001 to 3,000,000	NM	NM	NM	C	D	D	E
3,000,001 to 5,000,000	G	A	C	D	E	E	E
5,000,001 to 9,999,999	G+vaccination records*		D	E	E	E	E
10000000 and above			D	E	E	E	E

*Subject to approval of Reinsurer

NM- Non Medical

A : MRF, FBS, CBC-ESR

B : MRF, FBS, RUA, ECG-R, LIPID PROFILE, CBC-ESR

C : MRF, FBS, RUA, HIV, FGI-15

D : MRF, FBS, RUA, HIV, FGI-15, ECG-R

E : MRF, FBS, RUA, HIV, FGI-15, TMT

F : MRF, FBS, RUA, HIV, FGI-15, TMT + (CXR)

G: JMER

NM Limits			
Age	Preferred Partners	Agency & Direct	Old Grid
0-17	50	50	30
18-35	75	75	30
36-40	50	50	20
41-45	35	35	20
46-50	20	20	10
51-55	15	10	5
56-60	5	2	2

Grid for Term Product						Online FOTP				
MSA/ Age in Years	18-35	36-45	46-50	51-55	56-60	MSA / Age in years	18-35	36-40	41-45	46 and above
10,00,000 - 15,00,000	A	A	B	B	D	5000000-7499999	A	C	C	D
15,00,001 - 25,00,000	A	C	D	D	E	7500000-10000000	B	C	D	D
25,00,001 - 50,00,000	C	D	E	E	E	10000001-20000000	C	C	D	D
50,00,001 - 99,99,999	D	E	E	E	E	20000001-250000000	C	D	D	E
100,00,000 and above	D	E	F	F	F	Above 250000001*	E			
NM- Non Medical A : MRF, FBS, CBC-ESR B : MRF, FBS, RUA, ECG-R, LIPID PROFILE, CBC-ESR C : MRF, FBS, RUA, HIV, FGI-15 D : MRF, FBS, RUA, HIV, FGI-15, ECG-R E : MRF, FBS, RUA, HIV, FGI-15, TMT F : MRF, FBS, RUA, HIV, FGI-15, TMT + (CXR)						* Medicals to be informed by SwissRe in view of large Sum Assured as there could be evidence addition to routine medical evidences				
						A - MER, BP, Urine Cotinine				
						B - MER, RUA, BP, ECG, Urine Cotinine				
						C - MER, RUA, BP, HbA1c, CBC, ECG, Urine Cotinine				
						D - MER, RUA, BP, HbA1c, CBC, CTMT, Urine Cotinine				
						E - MER, RUA, BP, HbA1c, CBC, CTMT, CXR, Urine Cotinine				
						N - NON Medical				

Grid for Heart and Health					HHI Med Grid AU					Grid for HHI PB Cases				
SUC (in INR)	18 – 40 years	41 – 50 years	51 – 55 years	56 years and above	SUC (in INR)	18 – 40 years	41 – 50 years	51 – 55 years	56 years and above	SUC (in INR)	18 – 40 years	41 – 50 years	51 – 55 years	56 years and above
5,00,000 and 10,00,000	NM	NM	Cat 1	Cat 1	5,00,000 and 10,00,000	Cat 1	Cat 1	Cat-1	Cat 1	5,00,000 and 10,00,000	NM	NM	Cat 1	Cat 1
2,000,000	NM	Cat 2	Cat 2	Cat 3	20,00,000	Cat 2	Cat 2	Cat 2	Cat 3	2,000,000	NM	NM	Cat 2	Cat 3
3,000,000	Cat 3	Cat 3	Cat 3	Cat 3	30,00,000	Cat 3	Cat 3	Cat 3	Cat 3	3,000,000	NM	Cat 3	Cat 3	Cat 3
4,000,000					40,00,000					4,000,000	Cat 3	Cat 3	Cat 3	Cat 3
5,000,000					50,00,000					5,000,000				
Cat 1 – MER, FBS, Lipids, ECG Cat 2 – MER, FBS, CBP1, ECG, CBC Cat 3 – MER, TMT, CBP1, CBC, Hba1c CBP1 - FBS, Hba1c, Lipids, HIV, CBC, Creatinine, Liver Enzymes, ESR, HBSAg, BUN														

Express Term

Simplified Underwritten Preferred Aggregate: Amex

Medical Grid for Option 1: Life Cover and Option 2: Extra Life Cover

Age in years/ MSAR	18-35	36-40	41-45	46-50	51-55	56-60	61 and above
Up to 2,500,000	NM	NM	NM	NM	NM	NM	A
2,500,001 – 5,000,000	NM	NM	NM	NM	NM	B	E
5,000,001 – 7,500,000	NM	NM	NM	NM	D	E	F
7,500,001 – 10,000,000	NM	NM	NM	NM	E	E	F
10,000,001– 15,000,000	NM	NM	NM	E	E	E	F
15,000,001– 20,000,000	NM	NM	E	E	E	F	F
20,000,001 and above	E	F	F	F	F	F	F

> Chest X-ray waived for all lives, however the Underwriter reserves the right to call for CXR on a case to case basis.

> TMT waived till 45yrs of age and Sum assured of INR 5cr subject to a normal resting ECG and NO adverse disclosures or findings in proposal or medicals. Underwriter reserves the right to call for TMT on a case to case basis.

> Beyond NML, Cotinine test to be waived off since same rates will be used irrespective of smoking habit

> Simplified Proposal Form to be used for all Sum Assured

Medical category description

NM- Non Medical

A : MRF, FBS, CBC, ESR

B : MRF, FBS, RUA, ECG-R, LIPID PROFILE, CBC, ESR

C : MRF, FBS, RUA, HIV, FGI-15

D : MRF, FBS, RUA, HIV, FGI-15, ECG-R

E : MRF, FBS, RUA, HIV, FGI-15, TMT

F : MRF, FBS, RUA, HIV, FGI-15, TMT + (CXR)

Medical Grid for Option 3: Life plus Health Cover and Option 4: All in One Cover

Age in years/ MSAR	18-35	36-40	41-45	46-50	51-55	56 and above
Up to 2,500,000	NM	NM	NM	A	B	D
2,500,001 – 5,000,000	NM	NM	D	D	E	F
5,000,001 – 7,500,000	NM	D	D	E	F	F
7,500,001 and above	E	F	F	F	F	F

> No TMT waiver for ACI benefit

> Chest X-ray waived for all lives, however the Underwriter reserves the right to call for CXR on a case to case basis.

> Cotinine test not required

> Simplified Proposal Form with the additional 3 questions for Accelerated Critical Illness to be used for all Sum Assured under NML

Express Term - Other than Amex

Fully Underwritten (Medical)

All offline channels and partners other than the one mentioned for Simplified Underwritten Aggregate and Preferred Aggregate

Medical Grid for

Option 1: Life Cover and Option 2: Extra Life Cover

Option 3: Life plus Health Cover and Option 4: All in One Cover

MSA/age in years	18-35	36-45	46-50	51-54	55-65
1,000,000-1,500,000	A	A	B	B	D
1,500,001-2,500,000	A	C	D	D	E
2,500,001-5,000,000	C	D	E	E	E
5,000,001-9,999,999	D	E	E	E	E
>=10,000,000	D	E	F	F	F

In addition to the above standard medical tests, urine cotinine would be assessed where life assured has declared non-smoker status