

## **Underwriting Philosophy**

In compliance to the IRDAI's circular ref. IRDAI/HLT/MISC/CIR/129/06/2020 dated June 2, 2020, we hereby lay down our underwriting philosophy and approach with regard to offering insurance coverage to persons with disabilities, persons affected with mental illness diseases and persons affected with HIV/ AIDS. The mentioned philosophy forms part of the Company's Underwriting Policy/ Guidelines and is disclosed for the information of targeted population.

### **a) Underwriting Philosophy for offering Insurance coverage to Persons with Disability & Mental Illness**

"Mental Illness" refers to a variety of illness and medical conditions as listed in widely accepted manuals like Diagnostic and Statistical manual of Mental disorders (DSM) or the International classification of Disease (ICD).

Likewise, there are a wide range of medical conditions classified under 'Disabilities', most common being physical and mental disabilities.

#### **Types of Disabilities:**

- Physical disability - disability pertaining to person's mobility (level of disability)
- Intellectual or Learning Disabilities
- Psychiatric disabilities
- Visual or hearing impairments
- Neurological disabilities

The following information will assist the Underwriter in fair risk assessment and equitable underwriting decision on the proposal:

- Insurable interest & need for Insurance cover
- Ability of the applicant to enter a legally valid contract
- Exact medical diagnosis, cause and duration of onset and progress
  - Treatment modalities since inception of the medical condition, including previous medical records.
- Gainful employment details through occupation questionnaire and other related relevant evidences
- Daily routine and Lifestyle related information
- Medical examination as required under the product and underwriting guidelines
- Other relevant documents based on the exact medical condition

The intent is to ensure that every applicant is underwritten on merit, based on the Board approved underwriting policy under which it is established and that there is no discrimination in granting Health or Life insurance coverage to people suffering from Disabilities or Mental illnesses. The onboarding of risk will be based on objective underwriting criteria and basis the risk represented.

**b) Underwriting Philosophy for offering Insurance coverage to People affected by HIV/AIDS**

HIV (human immunodeficiency virus) is a virus that attacks the body's immune system and if not treated, it can lead to AIDS (acquired immunodeficiency syndrome). As per Section 3(j) of the HIV and AIDS (Prevention and control) Act, 2017, "no person shall discriminate against the protected person on any ground including any of the following, namely denial of, or unfair treatment in, the provision of insurance unless supported by actuarial studies."

The detailed Underwriting philosophy for offering insurance coverage to people affected by HIV/AIDS is largely guided by the *Standard Guidelines with respect to underwriting, claims etc. for people living with HIV or vulnerable to HIV/AIDS, formulated by Life Insurance Council Committee. (Refer IRDA Draft Circular on Life Insurance Products for People Living with HIV / AIDS (PLHA) dated 11.10.2013)*

**Broad Guidelines for Underwriting:**

The following information will assist the Underwriter in fair risk assessment and equitable underwriting decision on the proposal:

- Confirmation of Diagnosis with Stage of Disease.
- Details of treatment –
  1. Mandatory registration with government approved ART nodal agency for a consecutive period of preceding 2 yrs (Green book to be provided) OR
  2. Detailed records of treatment and medical history for a consecutive period of preceding 2 years, if the treatment is taken from a private hospital.
- HIV Questionnaires to be completed by the applicant and treating physician.
- Daily routine, occupation and Lifestyle related information
- Medical examination and blood tests as required under the product and underwriting guidelines.
- Details of any past or current complications
- Other relevant details of co-morbidities, if any

Note: People detected with HIV/AIDS as an incidental finding during the pre-insurance medical examination process OR people with significant co-morbidities OR with major systemic (e.g. renal/hepatic/cardiac) complications or side effects of treatment may not be on-boarded for Insurance coverage since treatment modality and improvement in the medical condition cannot be established .

The intent is to ensure that every applicant is underwritten on merit, based on the Board approved Underwriting Policy and that there is no discrimination in granting Health or Life insurance coverage to people affected by HIV/AIDS. The onboarding of risk will be based on objective underwriting criteria and basis the risk represented.