



Underwriting Enhancements Before and After Comparisons

| Guidelines | Before | After |
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| Medical: Complex Diabetes and BMI | <ul style="list-style-type: none"> HbA1c >10 was declined BMI >45 was declined | <ul style="list-style-type: none"> HbA1c >10 will be accepted according to the merits of the customer profile.. BMI >45 shall be accepted and underwritten according to the merits of the customer's profile |
| Financial Eligibility (Maximum Life cover) | <p>Age</p> <p>18-40 = 25 X Annual Income</p> <p>41-55 = 15X Annual Income</p> <p>56-60 = 10X Annual Income</p> <p>61-65 = 5X Annual Income</p> | <p>Age</p> <p>18-40 = 35X Annual Income</p> <p>41-55 = 20X Annual Income</p> <p>56-60 = 15X Annual Income</p> <p>61-65 = 10X Annual Income</p> |
| Affordability (Maximum Annual Premium) | <p>Single Premium</p> <ul style="list-style-type: none"> Affordability guidelines not applicable <p>Regular Premium</p> <ul style="list-style-type: none"> Term Plan -10 % of Annual Income VUL - 20% of Annual Income <p>Investments</p> <p>Income < \$100K - 20% of Annual Income</p> <p>Income >= \$100K- 2 to 20 payment term - 35% of Annual Income</p> | <p>Single Premium</p> <ul style="list-style-type: none"> Affordability guidelines not applicable <p>Regular Premium</p> <ul style="list-style-type: none"> Term Plan - 20 % of Annual Income VUL - 35% of Annual Income <p>Investments</p> <p>Income < \$100K - 35% of Annual Income</p> <p>Income >=\$100K– 2 to 5 years payment term - 45% of Annual Income</p> <p>Income >=\$100K– 6 to 10 years payment term - 40% of Annual Income</p> <p>Income >=\$100K– 11 to 20 years payment term - 35% of Annual Income</p> |
| Mortgage & Facilities | <ul style="list-style-type: none"> Non-medical limit restricted at USD 850K Complex beneficiary endorsement process Longer end to end turnaround time Dedicated underwriting support was not available | <ul style="list-style-type: none"> Non-medical limit up to 1.25 Million USD Simplified beneficiary endorsement process- Only one beneficiary endorsement required and will be scanned back to bank once approved. Shorter end to end turnaround time Dedicated underwriting support will be available |

| Guidelines | Before | After |
|------------------------------------|--|---|
| Housewife Guidelines | <ul style="list-style-type: none"> Housewife needs to reside in same household USD 100,000 Standalone Critical illness cover for Housewife Maximum life cover without husband cover - Up to USD 300,000 | <ul style="list-style-type: none"> Requirement of staying in the same household has been removed Standalone Critical illness cover for housewife increased to USD 200,000 Maximum life cover without husband cover increased up to USD 500,000 (case to case basis subject to good profile) |
| Juvenile/Student Guidelines | <ul style="list-style-type: none"> Parent's insurance mandatory for all covers Non-Resident students were not offered cover | <p>The following changes to be applicable for minor/student on life cover for age 20 years and above (Future Protect)</p> <ul style="list-style-type: none"> USD 500,000 cover to be offered without parent's insurance Student studying outside UAE to be considered for life cover up to USD 500,000 if parents are UAE residents |
| Non- Resident Guidelines | <ul style="list-style-type: none"> Maximum sum assured restricted to USD 2 Million Medicals to be conducted in UAE Riders were not applicable Proof of presence in UAE included entry stamp in passport/visa copy only | <ul style="list-style-type: none"> Maximum sum assured to be increased to USD 5 million for standard countries (<i>restricted countries will not be applicable</i>) (Jan 2020) Medicals from reliable networks outside UAE to be accepted. <i>Critical illness (CI)/Accidental Death Benefit (ADB) riders to be offered. ADB up to USD 500K and CI up to USD 150K (Jan 2020)</i> Other proof of presence like boarding pass, local bills/invoices, hotel bills etc. will be considered. |
| Flying on Duty Exclusion | <ul style="list-style-type: none"> Flying on Duty exclusion applicable for in-flight crew and pilots | <ul style="list-style-type: none"> Flying on duty exclusion removed for in-flight crew and commercial pilots for Life, Accidental Death Benefit, Waiver Premium and Permanent Total Disability |
| Travel Exclusion | <ul style="list-style-type: none"> Most of the African countries were excluded for all nationalities | <ul style="list-style-type: none"> Non-African nationals travelling for work/pleasure are covered if travel is less than 30 days. E.g an Indian travelling to Kenya for holiday for a week is covered. All African nationals who have Gulf residency will be considered on a case to case basis. Note: This guideline is applicable for all African countries except-Central Africa Republic, Guinea, Liberia, Libya, Niger ,Nigeria, Somalia, Sudan, Sierra Leone |
| Non-medical limits | <ul style="list-style-type: none"> For age group 65 -61 years - medical required in all cases | <ul style="list-style-type: none"> Non medical limits available for ages 65-61 up to USD 100,000 |
| Joint Life Policies | <ul style="list-style-type: none"> Business Partners were not allowed under joint life policies. | <ul style="list-style-type: none"> Business Partners allowed under joint life policies (including same gender) |