



Star Health & Allied Insurance Co Ltd

Revision of Family Health Optima Insurance Plan



Revision of Family Health Optima Insurance Plan



Introduction of
Wellness Reward
Program - discount up
to 20%



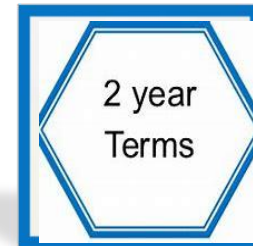
Upfront Discount of 5% for
filling Additional
Health questionnaire



Cover for Congenital Internal
disease/ defects for New born
from Day 1 without any
sublimit



No Claim discount



Introduction of Two
year term with
discount

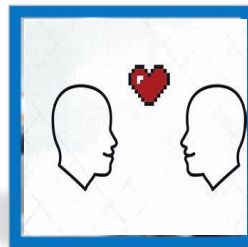
Revision of Family Health Optima Insurance Plan



Price Revision



Reclassification of Zones



Additional Relationships



Removal of certain exclusions



Instalment Options



Introduction of Star Wellness Program

Discount upto 20%



Revision of Family Health Optima Insura

Sr. No	Activity	Maximum number of Wellness Points that can be earned under each activity in a policy year			
1.	Sign up points for Enrolling to Wellness Program	100	Wellness Points Earned	Discount in Premium	
2.	Manage and Track Health				
	a) Online Health Risk Assessment (HRA)	150		200 to 350	4%
	b) Preventive Risk Assessment	200			
3	Affinity to Wellness		351 to 600	10%	
	a) Participating in Walkathon, Marathon, Cyclothon and similar activities	200	601 to 750	14%	
	b) Membership in a health club	200			
4	Stay Active – If the Insured member achieves the step count target on mobile app	250	751 & above	20%	
5	Sharing 'Active Life Success Story' through adoption of Star Wellness Program	50	Premium for Rs. 10 Lakhs Sum Insured Family size: 2A Zone : B	Existing Premium (Without tax) : Rs. 14,240 Wellness Discount: 0	Modified Premium (Without tax) : Rs. 14767 Wellness Discount 20% : Rs. 2953 After Wellness discount at time of renewal : Rs. 11,814
6	Condition Management Program (CMP): Weight Management, Diabetes Management, Hypertension, De-Stress & Mind Body Healing Program.	150			
7	For Submission of Vaccination Certificate Eg: Vaccine for Covid, HPV, Pneumococcal, Swine Flu (H1N1), Hepatitis etc..	20			
8	For Submission of Preventive Eye Check-up report	20			
9	For Submission of Preventive Dental Check-up report	20			
10	For Submission of Mammography & PAP Test (for Women) report	20			
11	For Submission of Prostate specific antigen (PSA) test report (for Male persons aged > 50 yrs)	20			
12	Glaucoma Screening (for persons aged > 50 yrs)	20			

Upfront Discount of 5% for filling Additional Health Related Questions

Premium for Rs. 10 Lakhs Sum Insured Family size: 2A Zone : B	Existing FHO Premium (Without tax) Rs. 14,240	Modified FHO Premium (Without tax) Rs. 14,767
Upfront Discount	0	Rs. 738(5%)
After Discount premium to be paid	Rs. 14,240	Rs. 14,029

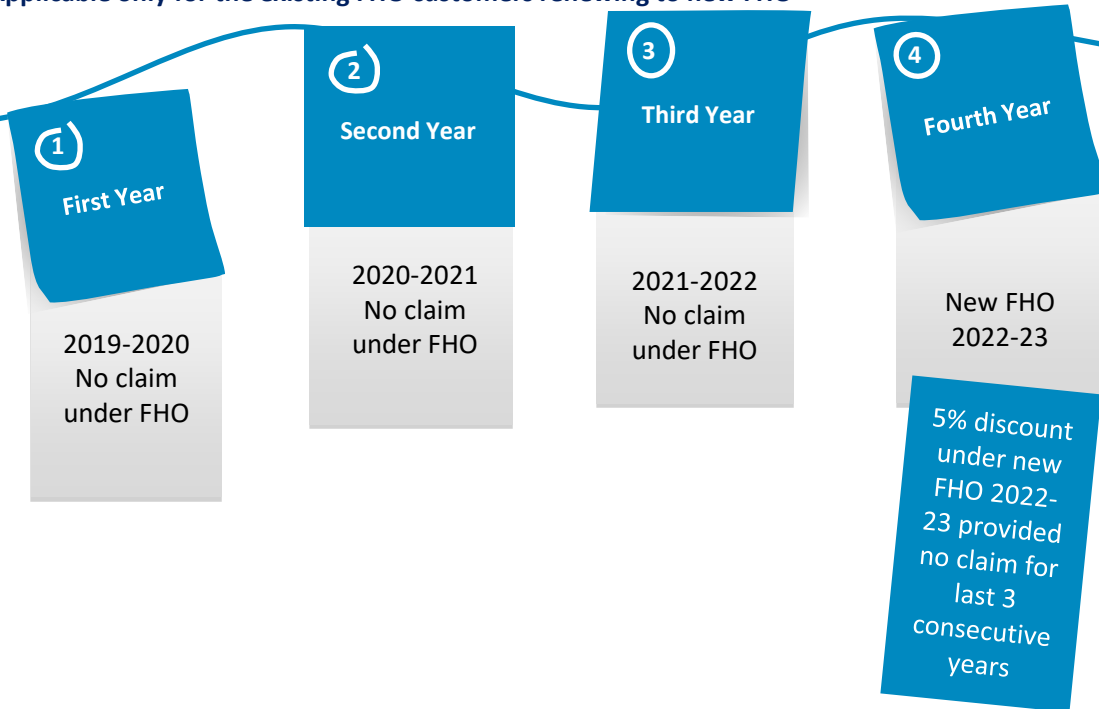
- **Applicable only at the inception of this policy – New Customers**
- **All the Adult insured members** has to fill the health questions, so that they get premium discount



Upfront discount & Questionnaire.pdf

No Claim Discount - Illustration

- 5% discount will be given on premium
- No claim in last three consecutive years under the earlier versions of FHO
- This discount is allowed as a **one time benefit**
- **Applicable only for the existing FHO customers renewing to new FHO**



Method of collecting the instalment premium for 2 years policy term

For Policy Term 2 year

Instalment Loading % :- Quarterly : 3%

Premium Calculation :-

Family size: 2A, Age: 33 years, Zone: B

Assuming Annual Premium Rs. 14,767/- (Excluding GST)

Quarterly Premium Calculation :-

$\text{Rs. } 14,767 + (\text{Rs. } 14,767 - 10\%) = \text{Rs. } 14,767 + \text{Rs. } 1,329 = \text{Rs. } 16,096$

Loading for Instalment Quarterly Premium : 3%

Premium with loading 3% : $\text{Rs. } 16,096 \times 103\% = \text{Rs. } 16,588/-$

Number of instalments : 4

Premium per instalment = $\text{Rs. } 16,588 / 4 = \text{Rs. } 4,147/-$

For Policy Term 2 year

Instalment Loading % :- Half Yearly : 2%

Premium Calculation :-

Assuming Annual Premium Rs. 14,767/- (Excluding GST)

Half-yearly Premium Calculation :-

Discount available is 10% on 2nd year premium

$\text{Rs. } 14,767 + (14,767 - 10\%) = \text{Rs. } 14,767 + \text{Rs. } 1,329 = \text{Rs. } 16,096$

Loading for Instalment Half Yearly Premium : 2%

Premium with loading 2% : $\text{Rs. } 16,096 \times 102\% = \text{Rs. } 16,418/-$

Number of instalments : 2

Premium per instalment = $\text{Rs. } 16,418 / 2 = \text{Rs. } 8,209/-$

Reclassification of Zones

Existing Zones	Proposed Zones
Zone 1: Delhi including Faridabad, Gurgaon, Ghaziabad and Noida, Mumbai including Thane, Ahmedabad, Surat and Baroda	Zone A: Delhi, New Delhi, Faridabad, Gurugram, Shahdara, Ahmedabad, Surat, Vadodara, Gautam Buddha Nagar, Ghaziabad, Mewat, Alwar, Baghpat, Bhiwani, Bulandshahar, Fatehabad, Hisar, Jhajjar, Jind, Kaithal, Karnal, Kurukshetra, Mahendragarh, Meerut, Muzaffar Nagar, Palwal, Panchsheel Nagar, Panipat, Rewari, Rohtak, Saharanpur, Sirsa and Sonipat
Zone 1A: Pune including Nashik, Trivandrum, Ernakulam, Chennai, Bengaluru and Rest of Gujarat	Zone B: Mumbai (Including suburban), Rest of Gujarat, Thane, Palghar and Raigad
Zone 2: Coimbatore, Indore, Hyderabad, Secunderabad, Vijayawada, Vishakhapatnam and Rest of Kerala	Zone C: Chennai, Ernakulam, Thiruvananthapuram, Bengaluru, Chengalpattu, Kanchipuram, Nashik, Pune, Tiruvallur, Hyderabad, Secunderabad, Kollam, Wayanad, Indore, K V Ranga Reddy, Medchal, Malkajgiri, Ahmed Nagar and Gwalior
Zone 3: Rest of India	Zone D: Rest of India





Modified Family Health Optima









Features	Modified FHO
Policy Term	1 & 2 years
Long Term Discount	If the policy term opted is 2 years, discount available is at 10% on 2 nd year premium
Instalment Options	Quarterly & Half yearly: available. Note: In Modified FHO the entire 2 year discounted premium will be received at the end of 1 st year itself
Wellness Reward Program	Premium discount up to 20%
Upfront Discount for filling Additional Health Related questions	5% discount is applicable only at the inception of the policy
Removal of the below mentioned exclusions (Code Excl 30, Code Excl 32, Code Excl 32)	<ul style="list-style-type: none"> • All treatment for Priapism and erectile dysfunctions - Code Excl 30 • Dental treatment or surgery unless necessitated due to accidental injuries and requiring hospitalization. (Dental implants are not payable) - Code Excl 32 • Medical and / or surgical treatment of Sleep apnea, treatment for endocrine disorders - Code Excl 33
Coverage for New born	Internal congenital defects/disease without any sublimit
No Claim discount	<ul style="list-style-type: none"> • 5% discount will be given on premium • There is no claim in last three consecutive years • This discount is allowed as a one time benefit • Only for the first time of migrating to NEW FHO from earlier versions of FHO
Additional Relationship's	In addition to existing Self, Spouse, Dependent Children, Dependent Parent and Parent-in-law, we also cover live-in partner/same sex partner in the place of spouse



Appendix

Competitors Features Comparison

Sum Insured Rs. 10 Lakhs: Additional Coverage

Features	 Star FHO	 Care Supreme	 Activ Health Platinum Enhanced	 Prime – Advantage	 Chola – Flexi Health	 Max - Reassure	 HDFC Optima Secure
Cashless hospitals	13000+	9500+	8500+	8500+	10000+	8500+	10000+
Premium Family Size: 2A Age : 35 Zone : B	Modified FHO Rs. 14767	Rs. 17572	Rs. 15043	Rs. 18295	Rs. 15754	Rs. 11321	Rs. 22000
Upfront Discount	5% for filling additional health related questions	✗	✗	✗	✗	✗	✗
No claim discount	5% discount will be given on premium, (No claim in last 3 consecutive years, under earlier version FHO)	✗	✗	✗	✗	✗	✗
Recharge	Maximum Rs. 1.5 Lakhs (If the limit of coverage is exhausted)	✗	✗	✗	✗	✗	✗
Long Term Discount	In case of 2 years policy term, 10% on 2 nd year premium	✗	✗	✗	✗	7.5% on 2 years policy term	7.5% on 2 years policy term

Competitors Features Comparison

Sum Insured Rs. 10 Lakhs: Additional Coverage

Features	 Star FHO	 Care Supreme	 Activ Health Platinum Enhanced	 Prime – Advantage	 Chola – Flexi Health	 Max - Reassure	 HDFC – Optima Secure
Assisted Reproduction Treatment	5 Lakhs SI - Rs. 1 Lakh; 10 Lakhs to 25 Lakhs SI - Rs. 2 Lakhs	✗	✗	✗	✗	✗	✗
AYUSH	Covered upto Rs. 20,000	Covered upto Rs. 5000	Covered upto Rs. 25 Lakhs	Covered upto Rs. 25 Lakhs	✗	Covered up to Sum insured	Covered up to Sum insured
Treatment in Valuable Service Providers	1% of Sum Insured (With max limit of Rs. 5000) per policy year	✗	✗	✗	✗	✗	✗
Shared Accommodation	Rs. 20 Lakhs & 25 Lakhs: Rs. 1000	✗	✗	✗	✗	Rs. 20 Lakhs & 25 Lakhs: Rs. 1000	Rs. 20 Lakhs & 25 Lakhs: Rs. 1000
New Born Baby	10 % of Sum Insured (Maximum Rs. 50,000) provided	✗	✗	✗	✗	✗	✗
Road Traffic Accident	Maximum of Rs. 5 Lakhs	✗	✗	✗	✗	✗	✗
Emergency Domestic Medical Evacuation	Rs 20 Lakhs SI & Rs 25 Lakhs SI : Rs 10,000	✗	✗	✗	✗	✗	✗



Premium Comparison with our own products (Inclusive GST)



Name of the Company	Star Health		Star Health		Star Health	Star Health	Star Health	
Product Name	FHO (Existing)		FHO (Modified)		CHI	Young Star - Gold	Assure	
2A + 2C 1 year Term Eldest Insured - 45 yrs 5 Lakh Sum Insured	Zone 1	21,104	Zone - A	28,437	19,364	19,859	Zone A	24,912
	Zone 1A	18,845	Zone - B	26,954			Zone A	24,912
	Zone 2	17,446	Zone - C	23,186			Zone B	22,111
	Zone 3	16,461	Zone - D	18,114			Zone C	19,675
2A + 2C 1 year Term Eldest Insured - 45 yrs 10 Lakh Sum Insured	Zone 1	26,385	Zone - A	34,123	27,754	26,161	Zone A	32,765
	Zone 1A	23,552	Zone - B	32,345			Zone A	32,765
	Zone 2	21,812	Zone - C	27,823			Zone B	29,319
	Zone 3	20,579	Zone - D	21,737			Zone C	26,323
2A + 2C 1 year Term Eldest Insured - 45 yrs 15 Lakh Sum Insured	Zone 1	31,128	Zone - A	39,242	33,654	31,057	Zone A	40,465
	Zone 1A	27,795	Zone - B	37,196			Zone A	40,465
	Zone 2	25,736	Zone - C	31,997			Zone B	36,399
	Zone 3	24,278	Zone - D	24,997			Zone C	32,864



Family Health Optima Premium Comparison

Illustration For Zone 2 to Zone D

Family size 2A+1C

Age Slab: 36 years to 45 years

Sum Insured: Rs. 10 Lakhs

Old FHO Premium: 2 years term : Rs. 15,835*2 = Rs. 31,670 (Without tax) : Zone 2

New FHO Premium: 2 years term: Rs. 30,560 (Without tax) : Zone D

For New Customers

New FHO Premium (Without Tax)	Rs. 30,560	Rs. 16,084+(Rs. 16,084 - 10%) = Rs. 14,475.6
5% discount is applicable for Upfront for filling additional health related questions	(Rs. 16,084 -5%) = Rs. 15,279.8+ Rs. 14,475.6 = Rs. 29,775.5	Rs. 16,084 (One year premium)
Wellness Discount (Upto 20%) at the renewal – Second Year	Rs. 3216.8	Rs. 16,084 – Upto 20%
Actual Cost to customer	Rs. 26,558.7	

Benefits for the Agents – Existing Customers

Old FHO Premium (Without Tax)	Rs. 31,670	Commission: Rs. 4750 (15%)
New FHO Premium (Without Tax)	Rs. 30,560	Commission: Rs. 4584 (15%)
Difference	Rs. 1110	Difference: Rs. 166

For Existing Customers

New FHO Premium (Without Tax)	Rs. 30,560	Rs. 16,084+(Rs. 16,084 -10%) = Rs. 14,475.6
5% No claim discount (If there is no claim in last three years) Only first time to migrating to this new FHO	(Rs. 16,084 - 5%) =Rs. 15,279.8+ Rs. 14,475.6 = Rs. 29,775.5	Rs. 16,084 (One year premium)
Wellness Discount (Upto 20%) at the renewal	Rs. 3216.8	Rs. 16,084 – Upto 20%
Actual Cost to customer	Rs. 26,558.7	

Illustration For Zone 1A to Zone C

Family size 2A+1C

Age Slab: 36 years to 45 years

Sum Insured: Rs. 10 Lakhs

Old FHO Premium - 2 years term: Rs. 17,100*2 = Rs. 34,200 (Without tax): Zone 1A

New FHO Premium - 2 years term: Rs. 39,117 (Without tax) : Zone C

For New Customers		
New FHO Premium (Without Tax)	Rs. 39,117	Rs. 20,588+ (Rs. 20,588 -10%) = Rs. 20,588 + Rs. 18,529.2
5% discount is applicable for Upfront for filling additional health related questions	(20,588) - 5% = Rs. 19,558.60 + Rs. 18,529.2 = Rs. 38,087.8	Rs. 20,588 (one year premium)
Wellness Discount (Upto 20%) at the renewal	Rs. 4,117.6	Rs. 20,588 – Upto 20%
Actual Cost to customer	Rs. 33,970.2	

Benefits for the Agents – Existing Customers

Old FHO Premium (Without Tax)	Rs. 34,200	Commission: Rs. 5130 (15%)
New FHO Premium (Without Tax)	Rs. 39,117	Commission: Rs. 5867.55 (15%)
Difference	Rs. 4,917	Difference: Rs. 737.55

For Existing Customers

New FHO Premium (Without Tax)	Rs. 39,117	Rs. 20,588+ (Rs. 20,588 -10%) = Rs. 20,588 + Rs. 18,529.2
5% No claim discount (If there is no claim in last three years) Only first time to migrating to this new FHO	(20,588) - 5% =Rs. 19,558.60 + Rs. 18,529.2 = Rs. 38,087.8	Rs. 20,588 (one year premium)
Wellness Discount (Upto 20%) at the renewal	Rs. 4,117.6	Rs. 20,588 – Upto 20%
Actual Cost to customer	Rs. 33,970.2	

Illustration For Zone 1 to Zone B

Family size 2A+1C

Age Slab: 36 years to 45 years

Sum Insured: Rs. 10 Lakhs

Old FHO Premium: 2 years term : Rs. 19,155*2 = Rs. 38310 (Without tax): Zone 1

New FHO Premium: 2 years term: Rs. 45474 (Without tax): Zone B

For New Customers		
New FHO Premium (Without Tax)	Rs. 45474	Rs. 23934+ (Rs. 23934 -10%) = Rs. 23934 + Rs. 21540.6= 45474
5% discount is applicable for Upfront for filling additional health related questions	(23934 - 5%) = Rs. 22737+ Rs. 21540.6 = Rs. 44278	Rs. 23934 (one year premium)
Wellness Discount (Upto 20%) at the renewal	Rs. 4786.8	Rs. 23934 – Upto 20%
Actual Cost to customer	Rs. 39491	

Benefits for the Agents – Existing Customers		
Old FHO Premium (Without Tax)	Rs. 38310	Commission: Rs. 5746.5 (15%)
New FHO Premium (Without Tax)	Rs. 45474	Commission: Rs. 6821.10(15%)
Difference	Rs. 7164	Difference: Rs. 1074.6

For Existing Customers		
New FHO Premium (Without Tax)	Rs. 45474	Rs. 23934+ (Rs. 23934 -10%) = Rs. 23934 + Rs. 21540.6= Rs. 45474
5% No claim discount (If there is no claim in last three years) Only first time to migrating to this new FHO	(23934 - 5%) = Rs. 22737+ Rs. 21540.6 = Rs. 44278	Rs. 23934 (one year premium)
Wellness Discount (Upto 20%) at the renewal	Rs. 4786.8	Rs. 23934 – Upto 20%
Actual Cost to customer	Rs. 39491	

Illustration For Zone 2 to Zone C

Family size 2A+1C

Age Slab: 36 years to 45 years

Sum Insured Rs. 10 Lakhs

Old FHO Premium - 2 years term : Rs. 15835*2 = Rs. 31670 (Without tax): Zone 2

New FHO Premium - 2 years term: Rs. 39,117 (Without tax): Zone C

Benefits for the Agents – Existing Customers

Old FHO Premium (Without Tax)	Rs. 31670	Commission: Rs. 4750.5 (15%)
New FHO Premium (Without Tax)	Rs. 39,117	Commission: Rs. 5867.55 (15%)
Difference	Rs. 7447	Difference: Rs. 1117

For New Customers

New FHO Premium (Without Tax)	Rs. 39,117	Rs. 20,588+ (Rs. 20,588 -10%) = Rs. 20,588 + Rs. 18,529.2
5% discount is applicable for Upfront for filling additional health related questions	(20,588) - 5% = Rs. 19,558.60 + Rs. 18,529.2 = Rs. 38,087.8	Rs. 20,588 (one year premium)
Wellness Discount (Upto 20%) at the renewal	Rs. 4,117.6	Rs. 20,588 – Upto 20%
Actual Cost to customer	Rs. 33,970.2	

For Existing Customers

New FHO Premium (Without Tax)	Rs. 39,117	Rs. 20,588+ (Rs. 20,588 -10%) = Rs. 20,588 + Rs. 18,529.2
5% No claim discount (If there is no claim in last three years) Only first time to migrating to this new FHO	(20,588) - 5% =Rs.19,558.60 + Rs. 18,529.2 = Rs. 38,087.8	Rs. 20,588 (one year premium)
Wellness Discount (Upto 20%) at the renewal	Rs. 4,117.6	Rs. 20,588 – Upto 20%
Actual Cost to customer	Rs. 33,970.2	

Illustration For Zone 1 to Zone A

Family size 2A+1C

Age Slab: 36 years to 45 years

Sum Insured: Rs. 10 Lakhs

Old FHO Premium: 2 years term : Rs. 19,155*2 = Rs. 38,310 (Without tax) : Zone 1

New FHO Premium: 2 years term: Rs. 47,975 (Without tax) : Zone A

Benefits for the Agents – Existing Customers

Old FHO Premium (Without Tax)	Rs. 38,310	Commission: Rs. 5,746.5 (15%)
New FHO Premium (Without Tax)	Rs. 47,975	Commission: Rs. 7,196.25 (15%)
Difference	Rs. 9,665	Difference: Rs. 1,449.75

For New Customers

New FHO Premium (Without Tax)	Rs. 47,975	Rs. 25,250+(Rs. 25,250 - 10%) = Rs. 25,250 + Rs. 22,725
5% discount is applicable for Upfront for filling additional health related questions	(Rs. 25,250-5%) + Rs. 22,725= Rs. 23,987 + Rs. 22,725 = Rs. 46,712.5	Rs. 25,250 (One year premium)
Wellness Discount (Upto 20%) at the renewal – Second Year	Rs. 5050	Rs. 25,250 – Upto 20%
Actual Cost to customer	Rs. 41,662.5	

For Existing Customers

New FHO Premium (Without Tax)	Rs. 47,975	Rs. 25250+ (Rs. 25250 -10%) = Rs. 25250 + Rs. 22725
5% No claim discount (If there is no claim in last three years) Only first time to migrating to this new FHO	(Rs. 25,250-5%) + Rs. 22,725 = Rs. 23,987 + Rs. 22,725 = Rs. 46,712.5	Rs. 25,250 (one year premium)
Wellness Discount (Upto 20%) at the renewal	Rs. 5,050	Rs. 25,250 – Upto 20%
Actual Cost to customer	Rs. 41,662.5	

Note: 5% discount applicable only on First Year Premium, in two years term policy



Illustration For Zone 1A to Zone B



Family size 2A+1C

Age Slab: 36 years to 45 years

Sum Insured: Rs. 10 Lakhs

Old FHO Premium: 2 years term : Rs. 17,100*2 = Rs. 34,200 (Without tax): Zone 1A

New FHO Premium: 2 years term: Rs. 45474 (Without tax): Zone B

For New Customers

New FHO Premium (Without Tax)	Rs. 45474	Rs. 23934+ (Rs. 23934 -10%) = Rs. 23934 + Rs. 21540.6= 45474
5% discount is applicable for Upfront for filling additional health related questions	(23934 - 5%) = Rs. 22737.3+ Rs. 21540.6 = Rs. 44278	Rs. 23934 (one year premium)
Wellness Discount (Upto 20%) at the renewal	Rs. 4786.8	Rs. 23934 – Upto 20%
Actual Cost to customer	Rs. 39491	

Benefits for the Agents – Existing Customers

Old FHO Premium (Without Tax)	Rs. 34200	Commission: Rs. 5130 (15%)
New FHO Premium (Without Tax)	Rs. 45474	Commission: Rs.6821.10(15%)
Difference	Rs. 11274	Difference: Rs. 1691

For Existing Customers

New FHO Premium (Without Tax)	Rs. 45474	Rs. 23934+ (Rs. 23934 -10%) = Rs. 23934 + Rs. 21540.6= Rs.45474
5% No claim discount (If there is no claim in last three years) Only first time to migrating to this new FHO	(23934 - 5%) = Rs. 22737.3+ Rs. 21540.6 = Rs. 44278	Rs. 23934 (one year premium)
Wellness Discount (Upto 20%) at the renewal	Rs. 4786.8	Rs. 23934 – Upto 20%
Actual Cost to customer	Rs. 39491	

Illustration For Zone 3 to Zone D

Family size 2A+1C

Age Slab: 36 years to 45 years

Sum Insured: Rs. 10 Lakhs

Old FHO Premium: 2 years term : Rs. 14,940*2 = Rs. 29,880 (Without tax): Zone 3

New FHO Premium: 2 years term: Rs. 30,560 (Without tax): Zone D

For New Customers

New FHO Premium (Without Tax)	Rs. 30,560	Rs. 16,084+ (Rs. 16,084 -10%) = Rs. 16,084 + Rs. 14,476= Rs 30,560
5% discount is applicable for Upfront for filling additional health related questions	(16,084-5%)= Rs 15,279.8+ Rs 14,476= Rs 29,756	Rs 16,084 (One year Premium)
Wellness Discount (Upto 20%) at the renewal	Rs 3261.8	Rs 16,084-20%
Actual Cost to customer	Rs 26,494.2	

Benefits for the Agents – Existing Customers

Old FHO Premium (Without Tax)	Rs 29,880	Commission: Rs. 4482 (15%)
New FHO Premium (Without Tax)	Rs 30,560	Commission: Rs. 4584 (15%)
Difference	Rs 680	Difference: Rs. 102

For Existing Customers

New FHO Premium (Without Tax)	Rs. 30,560	Rs. 16,084+ (Rs. 16,084 -10%) = Rs. 16,084 + Rs. 14,476= Rs 30,560
5% No claim discount (If there is no claim in last three years) Only first time to migrating to this new FHO	(16,084-5%)= Rs 15,279.8+ Rs 14,476= Rs 29,756	Rs 16,084 (One year Premium)
Wellness Discount (Upto 20%) at the renewal	Rs 3261.8	Rs 16,084-20%
Actual Cost to customer	Rs 26,494.2	

Illustration For Zone 3 to Zone C

Family size 2A+1C

Age Slab: 36 years to 45 years

Sum Insured: Rs. 10 Lakhs

Old FHO Premium: 2 years term : Rs. 14,940*2 = Rs. 29,880(Without tax): Zone 3

New FHO Premium: 2 years term: Rs. 39,117 (Without tax): Zone C

For New Customers

New FHO Premium (Without Tax)	Rs 39,117	Rs 20,588 + (Rs 20,588 – 10%) = Rs 20,588 + Rs 18,530 = Rs 39,117
5% discount is applicable for Upfront for filling additional health related questions	(Rs 20,588-5%)= Rs 19,559 + Rs 18,530 = Rs 38,089	Rs 20,588 (One year Premium)
Wellness Discount (Upto 20%) at the renewal	Rs 4117.6	Rs 20,588 – 20%
Actual Cost to customer	Rs 33,971.4	

Benefits for the Agents – Existing Customers

Old FHO Premium (Without Tax)	Rs. 29,880	Commission: Rs. 4482 (15%)
New FHO Premium (Without Tax)	Rs. 39,117	Commission: Rs. 5867 (15%)
Difference	Rs. 9237	Difference: Rs. 1385

For Existing Customers

New FHO Premium (Without Tax)	Rs 39,117	Rs 20,588 + (Rs 20,588 – 10%) = Rs 20,588 + Rs 18,530 = Rs 39,117
5% No claim discount (If there is no claim in last three years) Only first time to migrating to this new FHO	(Rs 20,588-5%)= Rs 19,559 + Rs 18,530 = Rs 38,089	Rs 20,588 (One year Premium)
Wellness Discount (Upto 20%) at the renewal	Rs 4117.6	Rs 20,588 – 20%
Actual Cost to customer	Rs 33,971.4	

Illustration For Zone 3 to Zone B

Family size 2A+1C

Age Slab: 36 years to 45 years

Sum Insured: Rs. 10 Lakhs

Old FHO Premium: 2 years term : Rs. 14,940*2 = Rs. 29,880 (Without tax): Zone 3

New FHO Premium: 2 years term: Rs. 45,474 (Without tax): Zone B

For New Customers

New FHO Premium (Without Tax)	Rs 45,474	Rs 23,934 + Rs 23,934 -10%) = Rs 23,934 + Rs 21,541 = Rs 45,474
5% discount is applicable for Upfront for filling additional health related questions	(Rs 23,934 – 5%)= Rs 22,738 + Rs 23,934 = Rs 46,672	Rs 23,934 (One Year Premium)
Wellness Discount (Upto 20%) at the renewal	Rs 4786.8	Rs 23934 – 20%
Actual Cost to customer	Rs 41,885.2	

Benefits for the Agents – Existing Customers

Old FHO Premium (Without Tax)	Rs. 29,880	Commission: Rs. 4482 (15%)
New FHO Premium (Without Tax)	Rs. 45,474	Commission: Rs. 6821 (15%)
Difference	Rs. 15,594	Difference: Rs. 2339

For Existing Customers

New FHO Premium (Without Tax)	Rs 45,474	Rs 23,934 + Rs 23,934 -10%) = Rs 23,934 + Rs 21,541 = Rs 45,474
5% No claim discount (If there is no claim in last three years) Only first time to migrating to this new FHO	(Rs 23,934 – 5%)= Rs 22,738 + Rs 23,934 = Rs 46,672	Rs 23,934 (One Year Premium)
Wellness Discount (Upto 20%) at the renewal	Rs 4786.8	Rs 23934 – 20%
Actual Cost to customer	Rs 41,885.2	

Illustration For Zone 3 to Zone A

Family size 2A+1C

Age Slab: 36 years to 45 years

Sum Insured: Rs. 10 Lakhs

Old FHO Premium: 2 years term : Rs. 14,940*2 = Rs. 29,880 (Without tax): Zone 3

New FHO Premium: 2 years term: Rs. 47975 (Without tax): Zone A

For New Customers		
New FHO Premium (Without Tax)	Rs 47,975	Rs 25,250 + (Rs 25,250 – 10%) = Rs 25,250 + Rs 22,725 = Rs 47,975
5% discount is applicable for Upfront for filling additional health related questions	(Rs 25,250 – 5%) Rs 23,988 + Rs 25,250 = Rs 49,238	Rs 25,250 (One year premium)
Wellness Discount (Upto 20%) at the renewal	Rs 5050	Rs 25,250 – 20%
Actual Cost to customer	Rs 44,188	

Benefits for the Agents – Existing Customers		
Old FHO Premium (Without Tax)	Rs. 29,880	Commission: Rs. 4482 (15%)
New FHO Premium (Without Tax)	Rs. 47,975	Commission: Rs. 7196 (15%)
Difference	Rs. 18095	Difference: Rs. 2714

For Existing Customers		
New FHO Premium (Without Tax)	Rs 47,975	Rs 25,250 + (Rs 25,250 – 10%) = Rs 25,250 + Rs 22,725 = Rs 47,975
5% No claim discount (If there is no claim in last three years) Only first time to migrating to this new FHO	(Rs 25,250 – 5%) Rs 23,988 + Rs 25,250 = Rs 49,238	Rs 25,250 (One year premium)
Wellness Discount (Upto 20%) at the renewal	Rs 5050	Rs 25,250 – 20%
Actual Cost to customer	Rs 44,188	

Illustration for Upfront discount of 5% : 2 year premium (Excluding Tax)

Zone A	
Family size	1A+1C
Age of the eldest member	35 years
Sum Insured	Rs.5 Lakhs
FHO 2 year premium	Rs. 26,719
Annual premium (for age of member at the time of upfront discount i.e., 35 years)	Rs. 12,516
Upfront discount applied on annual premium for the current age of the insured	Rs. 626 (Discount of 5%)
2-year premium less no claim discount	Rs. 26,093
Premium to be collected from insured	Rs. 26,093
GST	Rs. 4,697
Final Premium	Rs. 30,790



Strategies to promote Family Health Optima

Existing customers more than 3 years in Star Health with claim	Will Continue in the Modified FHO
Existing customers more than 3 years in Star Health without claim	Chances of continuing in Modified FHO with No claim discount
Existing customers less than 3 years without claim	May migrate to modified FHO or equivalent products
Existing customers less than 3 years with claim	Chances of continuing in modified FHO very much



THANK YOU!

