

# Don't leave your returns to chance.



- **Attractive Guaranteed Interest Rate.**
- **100% allocation of premiums from 4th year onwards**
- **Death Benefit is both the Sum Assured plus the Account Value**
- **Limited Premium Payment Terms**

— **ING** —  
**ASSURED RETURNS**  
A SAVINGS SOLUTION

ING Vysya Life Insurance presents to you a non-linked, non-participating universal life product called ING Assured Returns.

This plan gives you the assurance of knowing in advance the interest on your investment for a policy year.

You are guaranteed a rate of interest of 8.75% in the first policy year, which makes this product one of the best in the market. The payment term is limited to 5 years with options subject to a minimum payment of Rs. 12,000/- and a maximum of Rs. 48,000/-. This plan is meant for everybody, right from those who want to build a corpus for expenses such as a down payment on a house, children's' education or marriage to those who wish to build a retirement fund.

ING Assured Returns gives you the double benefit of safeguarding your money as well as guaranteeing returns.

**LIFE INSURANCE**

**ING** 

### ING Assured Returns in a snapshot

- A guaranteed interest rate is declared at the launch of the plan and subsequently on the 15th of February of every year.
- Your Account Value (All premiums received and net of all Charges) will earn this guaranteed interest.
- Loyalty Interest: A loyalty interest of 1.50% of Account Value will be credited to your policy Account Value on receipt of second year premium within the grace period.
- ING Assured Returns gives you a death benefit of Sum Assured + Account Value
- The Plan will mature after 10 years and however premiums need to be paid only for first 5 years

### Plan Benefits

#### 1. Guaranteed Interest Benefit:

The ING Assured Returns ensures you know in advance, the interest rate that you earn on your Account Value and new premium paid. This will mean that you know the interest your investments will earn even before you pay your renewal premium for the policy year.

The Company shall declare two interest rates every year from 2011,

- a higher interest rate for policyholders who pay the renewal premium within the grace period and
- a lower interest rate for policyholders who fail to pay the renewal premiums within the grace period. The details of the same are mentioned later in this document.

**The Guaranteed Interest declared for the First Policy year is 8.75% (Net of Account Administration Fees (1.25%) & Including Loyalty Interest Rate of 1.50%)**

#### 2. Maturity Benefit:

If the life assured is alive on the policy maturity date, and the policy is in force, a maturity benefit equal to the policyholder's Account Value prevailing at the maturity date shall be paid.

#### 3. Death Benefit:

This policy will ensure that at the unfortunate instance of death of the life assured, the nominee/s shall be entitled to the Sum Assured under the policy and also the balance in the Account Value.

If the life assured dies before the policy risk commencement date, the Account Value, as on the date of intimation will be payable.

#### 4. Surrender Benefit:

Though we don't recommend surrender of the policy, we understand that there could be a financial emergency which may compel you to surrender this policy. We intend to provide complete flexibility and convenience to enable you to surrender your policy and receive the Account Value after deduction of the applicable surrender charges and Market Value Adjustment.

Market Value Adjustment (MVA) refers to the reduction applied by the company to the Account Value and reflects the requirement to realize the investments to pay the surrender benefit.

For example: If the Account Value is Rs.50,000 and the policyholder opts for surrender after paying four annual premiums and MVA is 2.5% (say) then the surrender benefit will be calculated as below:

Account Value: Rs.50,000

Account Value after MVA adjustment: Rs.48,750 (50,000-2.5% \*50,000)

Surrender charges: Rs.4,875

Surrender Benefit: Rs.43,875

Surrender is allowed at any time after three years' premiums have been paid by making a written request. The policy shall terminate on receipt of request of surrender and the Account value after deduction of the applicable surrender charges and Market Value Adjustment will be payable. Proportionate interest credit as applicable will be made for surrenders affected during a policy year. The minimum guaranteed surrender value available is 30% of Account Value.

## 5. Policy Loan:

A life insurance policy should be handy for you in case of any adverse financial emergencies and this policy is designed to meet just that whereby you can avail a policy loan as eligible after the premium payment term.

## 6. Tax Benefit:

This plan may entitle you to certain tax benefits on your premiums as well as on your maturity value.

- U/s 80C of the Income Tax Act 1961 on your premiums
- U/s 10(10D) of the Income Tax Act 1961 on your maturity proceeds of the policy

Please note that if the premium paid in a financial year exceeds 20% of the Sum Assured, the benefits under Section 10(10D) will not be available for the entire maturity value and the benefits under Section 80C will not be available for the premium exceeding 20% of the Sum Assured for that financial year under current tax laws. Please note that tax benefits are subject to changes and we would urge you to consult a tax advisor for specific tax related advice before you invest in this policy. Service tax and education cess as applicable from time to time will be additionally levied.

## How does the plan work

**Step 1:** Choose your premium amount you are comfortable with starting from a minimum of Rs. 12,000/- per annum up to a maximum of Rs. 48,000/- per annum.

**Step 2:** Your premium net of Premium Allocation charges is invested as detailed under the section "Investment of your Premiums" below.

**Step 3:** Each year, on the policy anniversary date, the mortality charges and policy administration charges will be deducted from the Account Value.

**Step 4:** At your policy anniversary date, we will credit the applicable Interest Rate to your Account Value.

The applicable interest rate is as follows:

- In the first policy year, your policy shall earn an interest rate of 8.75% (Net of account administration fee of 1.25% and including a loyalty interest of 1.50% payable if the second year premium is paid within the grace period)
- There are two rates that are declared on 15th February from year 2011 onwards
- **Guaranteed Interest Rate:** Rate applicable to Account Value and renewal premium when premiums are paid within the grace period.
- **Delayed Payment Interest Rate:** Rate applicable on renewal premiums when renewal premiums are paid after the grace period.

**Step 5:** Your future year premiums and Account Value will continue to work in the same way as above and you will get the maturity benefit at the end of the policy term.

## Investment of your premiums

We at ING Life understand what hard earned money is worth and the reason you are buying this plan is to have financial security and assurance over your returns. The premiums paid net of Premium Allocation Charge shall be invested largely as part of the controlled fund comprising of fixed income bearing instruments such as Government Securities, AAA and AA corporate bonds, money market and cash instruments. The interest shall be credited to your Account Value on every policy anniversary at the applicable declared rate.

## Plan at a glance

	Minimum	Maximum
Age at Entry (Life Assured)	8 years	60 years
Annual Premium	Rs.12,000	Rs.48,000
Age at Maturity	18 years	70 years
Sum Assured	5 times Annual Premium (Fixed)	
Policy Term	10 years (Fixed)	
Premium Paying Term	5 years	
Premium Payment Modes	Annual Only	

## Charges in the plan

### Premium Allocation Charges

Year	Charges as a percentage of Annual Premium
1	30%
2-3	3%
4 Onwards	NIL

### Policy Administration Charges

- Rs. 1,000/- in the first policy month of the first year and
- Rs. 600/- per annum, inflating at 5% compounded annually charged on an annual basis are deducted at the beginning of every policy year.

### Mortality Charges

Mortality charges will be deducted annually in advance from the Account Value. Charges are based on attained age, gender, level of life cover etc. Sample mortality charges per annum per Rs.1,000 Sum Assured for a healthy male and female life is shown below.

Age (Years)	20	30	40	50	60
Male	1.08	1.26	2.22	5.66	14.12
Female	0.94	1.25	1.72	4.12	11.12

The mortality charges are guaranteed for the duration of the Policy Term

### Account Administration Fees:

The Account Administration Fees will be deducted at 1.25% of the Account Value. The Guaranteed Interest Rate and Delayed Payment Interest Rate declared every year will be net of Account Administration Fees.

### Surrender Charge:

The surrender charges are expressed as a percentage of Account Value and are as shown below.

Number of full years' premiums paid	As a percentage of Account Value
3	25%
4	10%
5 and thereafter	NIL

### Sample Illustration

This is an indicative Illustration of how your money could grow. The Assumed Interest Rate is calculated net of Account Administration Fees.

Age (Yrs.)	Maturity Age (Yrs.)	Annual Premium (Rs.)	Maturity Value assuming annual guaranteed interest rate of 6% for every year	Maturity Value assuming annual guaranteed interest rate of 8% for every year
20	30	24,000	1,47,751	1,71,566
25	35	24,000	1,47,602	1,71,400
20	30	48,000	3,06,569	3,55,433
25	35	48,000	3,06,272	3,55,101

### Guarantee Interest Rate:

ING Assured Returns ensures you get a rate which is guaranteed for every year. The rate once declared will be guaranteed and fixed for that year. However the rates that would be declared from year to year would vary based on market performance and other factors.

### Life Assured being minor:

On death of the policyholder, during minority of the life assured, should the legal heirs of the policyholder wish to pay the premium and continue the policy, the policy will continue with the regular benefits. In case they wish to discontinue, they can apply for surrender as per policy terms and conditions. No benefits are payable on death of the proposer where the life assured is minor.

### Lapse of Policy:

If the second year premium is not paid, the policy shall lapse and not be eligible for any benefits.

A lapsed policy can be revived during the allowed revival period of three years from the date of first unpaid premium. Revival would be subject to underwriting consideration and payment of arrears of premium. Once the policy is revived the account value as on date of lapse will be re-instated. In case the outstanding premiums for revival are paid within 15 days of policy anniversary date in any subsequent policy year, the new premiums will earn the Guaranteed Interest Rate as declared for that year. Otherwise the account value and all the outstanding premiums received are eligible for delayed payment interest rate as declared for the year.

### Paid Up Policy

If the premium due has been paid for at least 2 years and not paid thereafter, the policy shall attain a paid up status. The policy, then shall be eligible for the following benefits only:

- Policyholder's Account Value continues to earn the applicable Guaranteed Interest rate.
- The Sum Assured is reduced proportionately to the number of premiums paid vis-a-vis the number of premiums payable from the date of the first unpaid premium.
- Policy Administration Charges, Account Administration Fees and applicable mortality charges will continue to be deducted from the Account Value till the policy gets terminated.
- At any time if the Account Value falls to or equals one full year's premium, the policy is terminated and the balance in the Account Value will be paid.

A paid up policy can be revived during the allowed revival period of three years from the date of first unpaid premium. Revival would be subject to underwriting consideration and payment of arrears of premium. Once the policy is revived it will become eligible for the available benefits. In case the outstanding premiums for revival are paid within 15 days of policy anniversary date in any subsequent policy years by paying the total outstanding premiums due, the new premiums will earn the Guaranteed Interest Rate as declared for that year. Otherwise, Delayed Payment Interest Rate as declared for the year is payable.

### **Grace Period**

Premium grace period is 15 days from the due date for premium payment.

### **Free Look Provision**

In case you disagree with any of the terms and conditions of the policy, you have the option of cancelling the policy by writing to the company stating the reasons for disagreement with the policy terms and conditions and return the original policy document to the company within 15 days of the receipt of the Policy Document. In case of such cancellation, the premiums you have paid will be refunded after deducting the medical examination fees, stamp duty and proportional charges towards Insurance risk cover.

**Top-up Premium:** Top-up premiums are not allowed under this plan.

### **Coverage Exclusion**

#### **Lien Clause**

- If your age is greater than or equal to 12 years, your Life Insurance cover starts immediately.
- If you are less than 12 years of age, your Life Insurance cover will start after completion of two years from the date of policy commencement.

**Suicide:** If the Life Assured commits suicide for any reason whether sane or insane within one year from the risk commencement date or within one year from the date of revival of the policy, the policy shall terminate and only the Account Value as on the date of intimation of death to us will be paid.

### **Risk Factors:**

- ING Assured Returns is a Non- Linked, Non- Participating Life Insurance Product.
- ING Vysya Life Insurance Company Limited is only the name of the Insurance Company and ING Assured Returns is only the name of the product and does not in any way indicate the quality of the product, its future prospects or returns.

- c) Past investment performance of the Company shall not be indicative of its future investment performance.
- d) This product guarantees an interest rate every year, however the rate of interest declared will vary from year to year and the Company does not guarantee any minimum or maximum interest rate returns in any year.
- e) The purpose of this brochure is only to provide a general overview about this policy. The information herein is indicative of the terms, conditions, warranties and exceptions contained in the policy terms and conditions of ING Assured Returns. Please refer to the policy terms and conditions to understand in detail the associated risks, benefits, charges etc.
- f) In the event of any inconsistency/ambiguity between the terms contained herein and the policy terms and conditions, the policy terms and conditions shall prevail.

#### **Section 41: Prohibition of Rebate**

No person shall allow or offer to allow, either directly or indirectly, as an inducement to any person to take out or renew or continue an insurance in respect of any kind of risk relating to lives or property in India, any rebate of the whole or part of the commission payable or any rebate of the premium shown on the policy, nor shall any person taking out or renewing or continuing a Policy accept any rebate, except such rebate as may be allowed in accordance with the published prospectuses or the tables of the insurer.

Provided that acceptance by an insurance agent of commission in connection with the policy of life insurance taken out by himself on his own life shall not be deemed to be acceptance of rebate of premium within the meaning of this subsection if at the time of such acceptance the insurance agent satisfies the prescribed conditions establishing that he is a bonafide insurance agent employed by the insurer.

#### **Section 45 – Policy not to be called in question on ground of mis-statement after two years**

No policy of life insurance effected before the commencement of this Act shall, after the expiry of two years from the date of commencement of this Act and no policy of life insurance effected after the coming into force of this Act shall, after the expiry of two years from the date on which it was effected, be called in question by an insurer on the ground that a statement made in the proposal for insurance or in any report of a medical officer, or referee, or friend of the insured, or in any other document leading to the issue of the policy, was inaccurate or false, unless the insurer shows that such statement was on a material matter or suppressed facts which it was material to disclose and that it was fraudulently made by the policy-holder and that the policy-holder knew at the time of making it that the statement was false or that it suppressed facts which it was material to disclose.

PROVIDED that nothing in this section shall prevent the insurer from calling for proof of age at any time if he is entitled to do so, and no policy shall be deemed to be called in question merely because the terms of the policy are adjusted on subsequent proof that the age of the life insured was incorrectly stated in the proposal.

## About ING

### About ING Group

ING is a global financial institution of Dutch origin offering banking, investment, life insurance and retirement services to over 85 million private, corporate and institutional clients in over 40 countries. ING group has a diverse workforce of approximately 111,000 people.

### About ING Life

ING Life India, part of the ING Group, entered the private life insurance industry in India in September 2001. The company serves more than 10 lakh customers, and is staffed by over 6000 employees. ING Life India is capitalised at over Rs. 1000 crores.

ING Life India is a joint venture between ING Group (26%; ING Insurance International B.V.), Exide Industries (50%) and other shareholders (24%).

Headquartered in Bangalore, ING Life India is currently present in 229 cities. In addition, the company distributes its products to several parts of the country through its partner's presence.

ING Life India distributes its products through two channels, the Tied Agency Force and the Alternate Channel. The Tied Agency force comprises over 60,000 ING Life Advisors spread across the country. The Alternate Channels business within ING Life India is a fast growing distribution channel, and comprises over 200 partners, including the Bancassurance model (ING Vysya Bank) and others such as Referral Banks, Corporate Agents and Brokers.

All the above figures are as on Jan 09.

**Mission:** To set the standard in helping our customers manage their financial future

To know more about this product, please contact our nearest Branch Office.  
Or call us at 1-800-419 8228, SMS LIFE to 53636 or visit [www.inglife.co.in](http://www.inglife.co.in)