

## ING VYSYA LIFE CLOCKS RS. 1 BILLION IN LAST FISCAL DECLARES 8% RETURN ON BEST YEARS RETIREMENT PLAN

**Bangalore, June 24, 2004:** ING Vysya Life today announced impressive annual results for the financial year 2003 – 2004. Highlights include:

- Total income increased by 227% to Rs. 1.02 billion
- Premium income increased by 317% to Rs. 885 million
- Total sum assured is Rs. 2,626 crore
- With 1,15,282 individual life policies in force
- Investment return achieved on total funds under management of 7.58% (1-year)  
(2-year average investment return is 8.1 %)
- Additional infusion of capital to the tune of Rs. 75 crore takes total shareholder equity to Rs. 245 crore
- Network expanded to 43 branches in 21 cities
- Tied agency advisor force grew to over 8,000 agents
- Distribution through the ING Vysya Bank network contributed 16% of new business
- Successful launch of Best Years retirement plan contributed 34% of new business

The new Managing Director and CEO of ING Vysya Life Mr. Frank Koster made a crisp and cheerful presentation of the company's results at the company's headquarters – ING Vysya House on Bangalore's main M G Road. Speaking of the company's performance in 2003 – 2004, Mr. Koster said "This year we have seen the growth rate accelerate and investments in distribution, infrastructure and brand start to pay off. However, I believe this is just the beginning and we look set to show a similar quantum leap in performance through the year 2004 too". Since taking over as the new MD in April 2004 Mr. Koster has focused on building organizational capability to handle the challenge of explosive growth. "We have put in place a forward looking organizational development plan and a clear performance management architecture. I am fully aware that "people" make this business happen and our focus will be on managing, motivating and empowering our people".

Mr. Koster also spoke of ING's global leadership and insurance expertise impacting performance in India "ING has deep rooted experience and knowledge on building life insurance businesses around the world. ING has contributed to the development of insurance markets through its Greenfields in Eastern Europe, Asia Pacific and Latin America. In Korea (Mr. Koster's previous assignment) ING Life Korea is considered the gold standard on professionalism in life insurance and is the most successful international life insurance player."

Talking about the company's strong customer orientation, Mr Koster added, " We remain committed to provide our customers with the best customer service, state of the art products and top class investment management expertise. This is primarily achieved through investing in a well trained and professional agency force."

On the outlook for 2004 Mr. Koster said "We are confident of achieving a strong growth performance in 2004 too. This will be achieved through strengthening and expanding the tied agency distribution and other major initiatives:

- Building the distribution through the ING Vysya Bank network further with special products and services
- Launch of our group business
- Expanding our reach through alternate distribution mechanisms
- Launch of unit linked product offering
- Further investments in brand

On the policyholder bonus declaration Mr. Koster said "I am delighted that we have lived up to the faith that our customers have in us and declared excellent returns for 2 years running. This year we are declaring an 8% (gross) return on the funds in our Best Years retirement plan – I think that is a good performance if you consider that our company has till date a zero investment in equities."

ING Vysya Life is targeting an income of over Rs. 2 billion and a customer base of over 2,50,000 in the next financial year. "Our shareholders are happy with our performance and stand ready to invest the capital required to build the business and sustain the growth momentum. The important thing is that the "quarter million" customers we will have at the end of the year are satisfied with our service standards and our financial performance".

## **About ING Vysya Life Insurance**

ING Vysya Life Insurance Company Private Limited entered the private life insurance industry in India in September 2001, and in a short span of nearly 3 years has established itself as a distinctive life insurance brand with an innovative, attractive and customer friendly product portfolio and a professional advisor force. It also distributes products in close cooperation with the ING Vysya Bank network. Currently, it has over 8000 active advisors working from 43 branches (in 21 cities) across the country and over 800 employees.

ING Vysya Life Insurance Company is headquartered at Bangalore and has established a strong presence in the cities of Delhi, Mumbai, Kolkata, Hyderabad and Chennai. In addition ING Vysya Life operates in Chandigarh, Ludhiana, Vizag, Vijaywada, Mangalore, Mysore, Pune, Nagpur, Cochin, Coimbatore, Ahmedabad, Jaipur, Guntur, Hubli, and Trivandrum,.

The company has over 1,00,000 customers as on date and has achieved a premium income of Rs. 114 crore since start of business

ING Vysya Life Insurance is a joint venture between ING Insurance International BV a part of ING Group, the world's largest life insurance company (Fortune Global 500, 2003), ING Vysya Bank, with 2 million customers and over 400 outlets and GMR Technologies and Industries Limited, part of GMR Group also based in Bangalore and involved in the field of power generation, infrastructure development and several other businesses.

### **For further information contact:**

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