

Retirement years are the Golden Years of your life

- You can lead a relaxed life and rewire yourself.
- All that you ever wished you can fulfill in these years...
- Be it long holidays, pursuing a hobby, frequent visits to family and friends (show visually).
- After all they say Retirement is a journey and not a destination.

Are you prepared to enjoy your Golden Years?

- You will be at the peak of your income before retirement and so will be your life style.
- You would want to continue enjoying the life as you have been – without any compromises.
- On retirement, your income stops but your expenses don't.
- You need to over come following challenges as well:

Increasing life expectancy

Inflation of living expenses

Increasing medical expenses

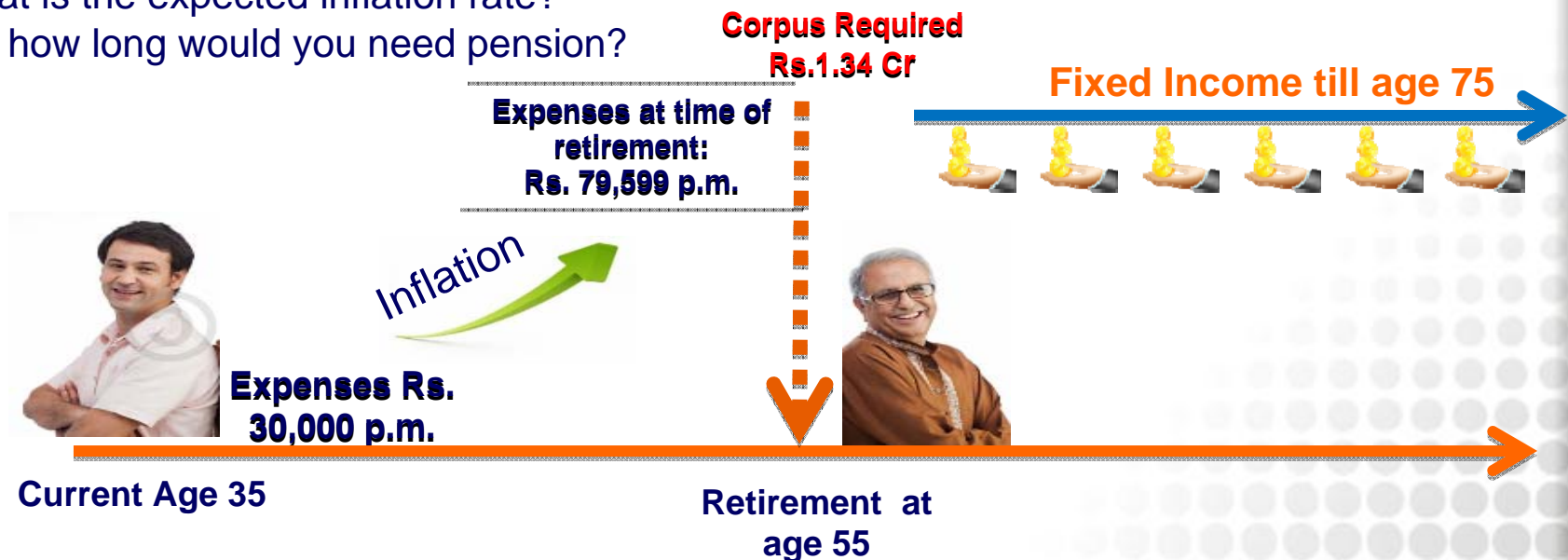
Increasing nuclear families

In adequate government support

Plan Well so you don't just retire; you retire well

Plan with 2 easy steps

- **Step 1: Know what's your 'Retirement Number'?** It is the lump sum amount you would need for your life planned after retirement. It depends on following factors:
 - ✓ What are your current expenses?
 - ✓ When do you plan to retire?
 - ✓ What is the expected inflation rate?
 - ✓ For how long would you need pension?



Expenses which will not continue post retirement like EMIs, School fees etc are not included in the monthly expenses for the purpose of calculating the corpus. Inflation rate is assumed to be 5%. Life expectancy is assumed to be 75 years Monthly expenses are assumed to grow @ 3% p.a. post retirement due to inflation

To know what is your retirement number, visit inglife.co.in and click on **(link for the calculator)**

Plan Well so you don't just retire; you retire well (Contd.)

- **Step 2: Save to build your retirement fund**
 - ✓ Save regularly in a systematic and disciplined manner.
 - ✓ Use instruments that give you guarantees and ensure safety of your savings.
 - ✓ Gives growth in your savings so that inflation impact is taken care of
 - ✓ Avoid withdrawal from this corpus.
 - ✓ Use the retirement fund to ensure regular guaranteed income for post retirement years

What should I look for in an ideal retirement plan?

Growth



It should offer good growth on my savings to build the required retirement corpus



It should offer guarantees so that I can plan for my retirement fund in a secure way

Flexibility



It should offer flexibilities to make payments as per my convenience and change in my financial commitments



Presenting
ING Golden Years
Retirement Plan

Growth with minimum guarantee

Comes from a company that has a good track record of managing savings plans

Ideal combination of disciplined saving and premium flexibility*

Growth with minimum guarantee : so that you can meet your retirement goals with surety

Growth



with



- ✓ Your **Individual Pension Account (IPA)** earns an interest rate that is credited every year. This rate is calculated on the basis of the performance of the underlying fund*
- ✓ **ING Life Insurance** retirement plans has managed retirement funds in past with a good bonus track record . **The average bonus rate for last 3 years is 9.70% p.a. and for last 7 years is 8.42% p.a.**
- ✓ This plan offers minimum guarantee for growth. Your **IPA** is guaranteed to grow at a minimum interest rate of 5% p.a. for first 5 policy years and 1.5% p.a. for rest of the policy term.
- ✓ The interest credited to your **IPA**, is guaranteed to be paid.

Ideal combination of disciplined saving and premium flexibility

To create a substantial corpus, one needs to be disciplined in savings. This product helps you with

- ✓ Saving regularly which helps build the retirement fund with ease
- ✓ You can save more in disciplined way by saving monthly starting at Rs. 2,000 per month

At the same time, we understand that with your evolving life style, your retirement plan needs flexibility to adapt to your changing needs. This plan offers multiple flexibilities to help you plan your retirement as per your convenience.

•**Top-Up Premium:** In addition to the regular premium, pay an additional amount during the policy to ensure your retirement fund grows faster.**

•**Premium payment:** Pay at your convenience by:

- ✓ Choose to pay **premium** regularly throughout the policy term or for a limited number of years or even make a onetime payment.
- ✓ Choose to pay **premium** monthly or annually.
- ✓ Choose to decrease or increase the **premium** payment term keeping the **premium** amount same.

•**Postponement of retirement age:** You may postpone your retirement age depending upon change in your retirement planning.

** Refer **Top-Up Premium** limits in Terms & Conditions of the product.

Let us see how **ING Golden Years** provides flexibility in paying **premiums**

You can change the amount of **premium**, **premium** payment duration, frequency of payment any time during the policy term



Age 27, married

Start with a small amount of Rs. 3,000 per month



Age 30, got promoted

Start saving Rs. 2,000 p.m. more as top up



Age 32, blessed with a son

Stop **top up premiums**, as expenses have increased



Age 40, earned big bonus

Pay one time top up of Rs. 2 Lacs



Age 50, Son attending college

Stop paying **premium** as expenses increase. Reduce premium payment term



Age 55, received inheritance

Pay one time top up of Rs. 20 Lacs

Enjoy even more benefits:

- ✓ **Life Cover:** In case of death of Life Assured, higher of following is paid to the nominee:
 - 105% of gross premiums
 - Gross **premium** compounded @ 1% p.a.
 - **Individual Pension Account (IPA)** Value.

- ✓ **Guaranteed pension for retirement years:** On completion of policy term, you will get **Guaranteed Vesting Benefit** which is higher of:
 - ❖ Gross **premiums** plus **top-up premiums** compounded @ 1% p.a., or
 - ❖ **Individual pension account (IPA)** value)

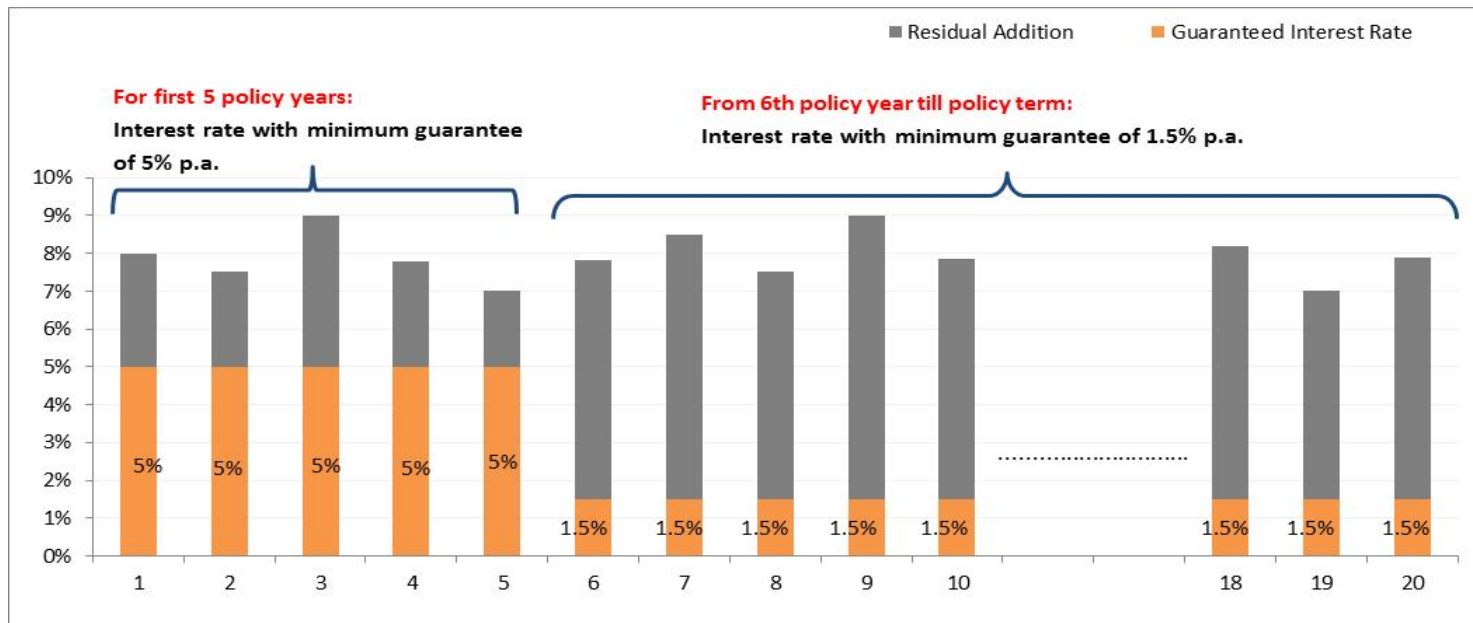
You may take up to 1/3rd of the maturity amount tax free in cash and use the balance to purchase annuity from **ING Life** to ensure a monthly income for your life time.

- ✓ **Loyalty Benefit:** All the **premium** allocation charges deducted are refunded into the **Individual Pension Account (IPA)** on vesting (reaching the retirement age) once you have made a total **premium** payment of Rs 4,80,000 (excluding top-up premiums).
- ✓ **Tax Savings:** All the **premiums** paid are tax free under section 80C.

How does the plan work?

Mr. Shyam invests in **ING Golden Years** at age of 40 and plans to retire at age 60.

- ✓ All **premiums** net of charges are saved in his **Individual Pension Account (IPA)**
- ✓ **IPA** earns an interest every year subject to the performance of the fund. However, minimum interest rate of **5% p.a.** is guaranteed in 1st five years of the policy and of **1.5% p.a.** is guaranteed from 6th year onwards till the end of policy term.
- ✓ All the interest earned are added into **IPA** and are guaranteed to be paid



Pension income till
life time from **ING**
Life annuity plan

Sample Illustration

If you plan your retirement with **ING Golden Years Retirement Plan**, this is how your money can grow:

Age (Years)	Vesting Term (Years)	Premium payment Term (Years)	Monthly / Single Premium (Rs.)	Vesting Benefit if fund grows @ 8% p.a. (Rs.)
35	25	20	2,000	12,08,328
35	25	15	3,000	15,27,400
35	25	10	4,000	15,20,894
35	25	1	4,80,000	20,73,451

ING Golden Years Retirement Plan is your ideal retirement plan



Growth

Proven track record of 8.42% average bonus over last 7 years



Guarantee

1. Minimum Guaranteed rate of interest
2. Guaranteed fund protection



Flexibility to:

1. Decide **premium** payment duration with option to alter it
2. Decide **premium** frequency
3. Save more through **Top-Up Premiums**
4. Decide age of retirement



Enjoy even more benefits

1. Life Cover
2. Vesting amount to ensure pension for a life time
3. Loyalty benefit of refund of premium allocation charges
4. Tax savings

How ING Golden Years Guaranteed fares against other pension plans in the market

Parameter	ING Golden Years Retirement Plan	HDFC Life Pension Super Plus	ICICI Pru Shubh Retirement	Birla Empower Pension	LIC Jeevan Nidhi	Advantages of ING Golden Years Retirement Plan
Min Entry Age	18	35	35	25	20	You can start saving early & build a substantial corpus
PPT	Single, Limited (min 5), Regular	Single, Regular	5, 10	Regular	Single, Regular	Enjoy more flexibility by choosing to pay for as long as you want to.
Investment Pattern	Safe instruments like Government Bonds	Risky equity market	Risky equity market	Risky equity market	Safe instruments	Ensures good growth with minimum guarantee
Top Up	Yes	Yes	No	No	No	Option to contribute more for increased retirement corpus
Average Charges in first 10 Years (excl FMC)	4.48% of Annual premium	7.7% of Annual premium	5.1% of Annual premium	6% of Annual premium	NA	Low charges ensures higher growth
Guarantee Charge	NIL	0.40% of Fund Value	0.50% of Fund Value	0.25% of Fund Value	NA	High guarantee with no guarantee charge

Case study 1 – Salaried Income / MNC Employee



Mr. Kumar, Age 35 year, MNC professional.

Expected age of retirement : 60.
Current monthly expenses : Rs. 30,000
Current monthly income : Rs. 1,00,000.
Retirement Provisions : none so far

Corpus Requirement

Monthly expenses at age 60 : Rs. 1.02 Lacs at the age of 60.
Corpus Required : Rs. 1.39 Crore

Solution

As Mr. Kumar has a steady flow of income, it is advisable for him to invest monthly for the full policy duration.

Investment Term : 25 years.
Premium Mode : Regular Monthly Mode
Premium Investment : Rs. 20,000 per month
Corpus at Age 60 : Rs. 1.37 Crore (approx) at the age of 60.

Mr. Kumar can also choose to pay any top ups if he wants to boost his retirement corpus.

Assumptions: Monthly expenses are slated to grow @ 5% p.a. till retirement & 3% p.a. post retirement. Expected growth rate during pension payout is 7% p.a. Life expectancy is assumed to be 75 years. The retirement corpus is calculated assuming fund growth of 8% p.a.

Case study 2 – Business Income / Trader

Mr. Anand, Age 45 year, Whole Sale Trader



Expected age of retirement : 65.
Current monthly expenses : Rs. 25,000
Current monthly income : Rs. 75,000 to Rs. 3,00,000
Retirement Provisions : Current savings are expected to become 10 Lacs at age 65

Corpus Requirement

Monthly expenses at age 60 : Rs. 66,000 the age of 65.
Corpus Required : Rs. 66 Lacs

Solution

As Anand may not be able to predict income over long term he may use the facility of limited pay and continue using top ups as and when required.

Investment Term : 20 years.
Premium Mode : Limited / 10 years
Premium Investment : Rs. 2 Lacs Per Annum
Top ups : Rs.40,000 every two years
Corpus at Age 60 : Rs. 67 Lacs (approx)
 (Rs. 57 L from **ING Golden Years Retirement Plan** and Rs. 10 L from existing provisions)

Assumptions: Monthly expenses are slated to grow @ 5% p.a. till retirement & 3% p.a. post retirement. Expected growth rate during pension payout is 7% p.a. Life expectancy is assumed to be 75 years. The retirement corpus is calculated assuming fund growth of 8% p.a.

Case study 3 – High Net Worth / Wealthy Investor

Mr. Singh, Age 40 year, Whole Sale Trader



Expected age of retirement : 60.
Current monthly expenses : Rs. 75,000
Current monthly income : Rs. 5,00,000 to 15,00,00
Retirement Provisions : Approx Rs. 50 Lacs

Corpus Requirement

Monthly expenses at age 60 : Rs. 2 Lacs the age of 60.
Corpus Required : Rs. 2.7 Crores

Solution

As Mr Singh is wealthy can invest a part of his recently made business profits of Rs. 65 Lacs as a single premium. He can continue using **tops ups** as and when required.

Investment Term : 20 years.
Premium Mode : Single
Premium Investment : Rs. 80 Lacs
Corpus at Age 60 : Rs. 2.67 Crore (Approx)
 (Rs. 2.17 Crore from **ING Golden Years Retirement Plan** and Rs. 50 L from existing provisions)

Assumptions: Monthly expenses are slated to grow @ 5% p.a. till retirement & 3% p.a. post retirement. Expected growth rate during pension payout is 7% p.a. Life expectancy is assumed to be 75 years. The retirement corpus is calculated assuming fund growth of 8% p.a.

Charges

Premium Allocation Charges: This is a charge that is appropriated from the premium before crediting the premium to the Pension Account.

Policy Year	Allocation Charges as a percentage of annual / single premium			
	Regular / Limited Premium (Annual Mode)	Regular / Limited Premium (Monthly Mode)	Single Premium	Top Up Premium
1	9%	6%	3%	1.5%
2-5	2.5%	2%	NIL	1.5%
6 th Onwards	2%	2%	NIL	1.5%

Policy Administration Charges: These charges are levied to meet the expenses other than those covered in Premium Allocation Charges, if any & Annual Management Charges.

Policy Year	Policy Administration Charges as a percentage of annual / single premium	
	Regular / Limited Premium	Single Premium
1	0%	0%
2-5	4%	2.2%
6 th Onwards	4%	0%

Annual Management Fees: This fee of 1.35% p.a. is based upon the balance in the Pension Account and is charged annually on each Policy Anniversary on the IPA after crediting interest.

Eligibility Conditions

Minimum / Maximum Entry Age	18 years – 65 years	
Minimum / Maximum Vesting Age	45 Years - 75 years	
Vesting Term / Premium Paying Term	Vesting Term (years)	Premium Payment Term (Years)
	10	Single, Limited 5-9
	15 - 42 years	Single, Limited (10-41) & Regular
Minimum Single Premium	Rs. 2,40,000	
Minimum Limited/Regular Premium	Premium Payment Term	Minimum Premium
	5 – 9 years	Rs. 48,000
	10 - 42 years	Rs. 24,000
Premium Payment Frequency	Annual and Monthly modes available	

Call to Action

- ✓ **SMS RETIREMENT to 5676770**
- ✓ **Visit inglife.co.in**
- ✓ **Download MOBILE application**

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ING Golden Years Retirement Plan: UIN:XXXX;