

Publication: Daily Excelsior

Date and Edition: January 7, 2015, Jammu, Page - 3

Headline: MetLife, JK Bank launch Life Suraksha Plan

MetLife, JK Bank launch Life Suraksha Plan

Excelsior Correspondent

JAMMU, Jan 6: The J&K Bank with its partner MetLife India Insurance Co Ltd has launched a drive to financially protect the family members of their loan customers in case of the unfortunate death of borrower.

The composition bundled with 'Met Loan and Life Suraksha', a group term insurance plan, will ensure that in case of the untimely death of the borrower, the family members are not burdened to repay the loan amount to the bank. In such a scenario, the outstanding liability will be settled under the terms and conditions of the policy by MetLife. Besides prospective customers, the bank also aims to cover some existing borrowers who have not secured their loans against eventuality of death of borrower.

Executive President of J&K Bank Parvez Ahmed said, "We have launched this proposition in line with our agenda of customer centricity and promoting need based products only. While it is not compulsory for bank customers to buy the life insurance products offered by MetLife to secure their loans,

we would recommend the same to protect their family from any unforeseen financial liability arising out of an unexpected death of the borrower."

Sameer Bansal, Director Bancassurance, MetLife India said, : We have seen enough evidence where a family of a borrower struggles to repay loans in case of an untimely death. It is an additional burden on the family which can be easily taken care of by prudent investment in a loan protection product. The Met Loan and Life Suraksha ensures that the customer's loan amount is protected and there is no financial burden on the family in case of an unfortunate death. This is an integral part of MetLife's need based selling strategy to ensure that the customers buy products which are important for protecting their financial future."

Met Loan Life Suraksha is Group Life Insurance policy and under this policy there are features such as joint life option, multiple premium payment options and hassle free issuance on group platform and the cover shall be available to borrowers availing housing, education, car loans besides other personal consumption loans.

Publication: Greater Kashmir

Date and Edition: January 7, 2015, Srinagar, Page - 10

Headline: JK Bank, MetLife cover for borrowers

JK Bank, MetLife launch 'cover for borrowers'

Srinagar, Jan 6: J&K Bank and MetLife have introduced Met Loan and Life Suraksha plan offering life cover to borrowers.

A press handout issued here states JK Bank with its partner MetLife India Insurance Co Ltd has launched a drive to financially protect the family members of their borrowers in case of the unfortunate death of borrower.

"The proposition bundled with Met Loan and LifeSuraksha', a group term insurance plan, will ensure that in case of the death of the borrower the family members are not burdened to repay the loan amount to the Bank," it reads and adds that "In such a scenario, the outstanding liability will be settled under the terms and conditions of the policy by MetLife. Besides prospective customers, the Bank also aims to cover some existing borrowers who have not secured their loans against eventuality of death of borrower."

Executive President JK Bank, Parvez Ahmad, said: "We have launched this proposition in line with our agenda of Customer Centricity and promoting need-based products only. While it is not compulsory for our customers to buy the life insurance products offered by MetLife to secure their loans, we would recommend the same to protect their family from any unforeseen financial liability arising out of an unexpected death of the borrower."

J&K Bank, MetLife launch 'Life Suraksha' insurance policy

RISING KASHMIR NEWS | JAN 06

Srinagar: Jammu & Kashmir Bank with its partner MetLife India Insurance Co Ltd has launched a drive to financially protect the family members of their loan customers in case of the unfortunate death of borrower.

The proposition bundled with 'MetLoan and Life Suraksha', (group term insurance plan) would ensure that in case of the untimely death of the borrower the family members are not burdened to repay the loan amount to the Bank.

In such a scenario, the outstanding liability will be settled under the terms and conditions of the policy by MetLife. Besides prospective customers, the Bank also aims to cover some existing borrowers who have not secured their loans against eventuality of death of borrower.

Executive President Jammu & Kashmir Bank Parvez Ahmad said: "We have launched this proposition in line with our agenda of customer centricity and promoting need-based products only.

"While it is not compulsory for our customers to buy the life insurance products offered by MetLife

to secure their loans, we would recommend the same to protect their family from any unforeseen financial liability arising out of an unexpected death of the borrower," Parvez said.

Director Bancassurance, MetLife India, Sameer Bansal, said there are many cases where a family of a borrower struggles to repay loans in case of an untimely death.

"It is an additional burden on the family which can be easily taken care of by prudent investment in a loan protection product. MetLoan and Life Suraksha ensures that the customer's loan amount is protected and there is no financial burden on the family in case of an unfortunate death," said Bansal.

"It is integral parts of MetLife's need based selling strategy to ensure that the customers buy products which are important for protecting their financial future," Bansal added.

Met Loan and Life Suraksha is a group life insurance policy. It provides life insurance cover on sanctioned loan amount or outstanding balance so that the family of the borrower does not have to bear the burden of a loan, in case of unexpected events.



Publication: Greater Kashmir

Date and Edition: January 8, 2015, Srinagar, Page - 5

Headline: J&K Bank, MetLife launch 'Met Loan & Life Suraksha'

JK Bank, Metlife launch 'Met Loan & Life Suraksha'

GK NEWS NETWORK

Srinagar, Jan 7: Offering life cover to borrowers, MetLife along with its insurance partner J&K Bank today presented a group term insurance plan at a brief but impressive function.

Chairman & CEO J&K Bank Mushtaq Ahmad and MD PNB MetLife Tarun Chugh launched the product titled 'Met Loan and Life Suraksha' amidst an eminent gathering in Jammu. The product has been tailored to provide financial protection to the family members of the borrower in case of his or her demise.

The insurance cover shall be available to borrowers availing Housing Loans, Education Loans, Car Loans and Personal Consump-



tion Loans. It covers sanctioned loan amount or outstanding balance so that the family of the borrower

does not have to bear the burden of a loan, in case of unexpected events. There are features such as joint life

option, multiple premium payment options and hassle free issuance on group platform.

Speaking on the occasion, Mushtaq Ahmad, CEO JK Bank said, "Transferring risks through protection plan is the only cover one can have for an unforeseen eventuality. The launch of Met Loan and Life Suraksha is one such risk cover to protect the interests of family in case of borrower's sudden demise."

At the bank, we believe that customer has to be the beneficiary of every productisation process. Therefore, we shall always be pushing our partners for products that caters to the needs, concerns and convenience of our valuable customers, he added.

"Met Loan and Life Suraksha is a group term insurance plan, which

will ensure that in case of the death of the borrower the family members are not burdened to repay the loan amount to the Bank," said Tarun Chugh.

"In such an eventuality, the outstanding liability will be settled under the terms and conditions of the policy by MetLife. Besides prospective customers, the Bank also aims to cover some existing borrowers who have not secured their loans against eventuality of death of borrower."

Meanwhile, experts have said that the scheme would help the borrowers a great deal to prevent the shifting of the liability to their executors / family in the eventuality of their (borrowers) death as the loan would be repaid by the insurance company.

Publication: Daily Excelsior

Date and Edition: January 8, 2015, Jammu, Page - 3

Headline: JK Bank, MetLife launch 'Met Loan & Life Suraksha'

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Excelsior Correspondent

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some existing borrowers who have not secured their loans against eventuality of death of borrower."

Publication: Amar Ujala

Date and Edition: January 9, 2015, Jammu, Page - 4

Headline: J&K Bank and MetLife launched new plans

जेएंडके बैंक और मेट लाइफ ने नई योजना लांच की

जम्मू। मेट लाइफ ने अपने इश्योरेंस पार्टनर जेएंडके बैंक के साथ मिलकर एक नई योजना 'मेट ऋण और जीवन सुरक्षा' लांच की है,



जिसमें उधारकर्ताओं को जीवन सुरक्षा प्रदान की जाएगी। जेएंडके बैंक के सीईओ व चेयरमैन मुश्ताक अहमद और पीएनबी मेट लाइफ के प्रबंध निदेशक तरुण चुंग ने

विधिवत लांचिंग की। नई योजना के तहत उधारकर्ता की किसी कारणवश मौत हो जाती है तो परिवार को वित्तीय सुरक्षा प्रदान की जा सके। आवास ऋण, शिक्षा ऋण, कार ऋण और निजी उपभोग ऋण लेने वाले उधारकर्ताओं पर योजना लागू होगी। उधारकर्ता की असमय मौत के बाद मंजूर ऋण राशि या बकाया ऋण राशि का बोझ उनके परिवार पर नहीं पड़ेगा। मुश्ताक अहमद ने कहा कि संरक्षण योजना से स्थानांतरित जोखिम अप्रत्याशित स्थिति में कवर हो सकता है।

Publication: Daily Excelsior

Date and Edition: January 9, 2015, Jammu, Page - 9

Headline: Credit Protection Plans launched



Officials of J&K Bank and MetLife India on the launch of Credit Protection Plan-Metloan and Life Suraksha at Srinagar.

Credit Protection Plans launched

Excelsior Correspondent

SRINAGAR, Jan 8: Continuing its statewide launch, J&K Bank and MetLife launched Credit Protection Plans – MetLoan and Life Suraksha in Srinagar today.

Directors at MetLife India, Sameer Bansal and Sanjay Vij and J&K Bank's Executive presidents, Parvez Ahmad and Abdul Hamid Bandy, jointly launched this innovative credit linked Bancassurance package at a simple but impressive function here today.

MetLoan and Life Suraksha is a financial protection plan to the family members of the borrower in case of his or her demise. It covers borrowers availing Housing Loans, Education Loans, Car Loans and Personal Consumption Loans. It covers sanctioned loan amount or outstanding balance so that the family of the borrower does not have to bear the burden of a loan, in case of unexpected events.

Speaking on the occasion Sameer Bansal, Director Bancassurance MetLife India in his address described the product launch as yet another milestone in the 14 year old partnership of MetLife with J&K Bank.

He thanked J&K Bank management for providing MetLife an opportunity to serve the people of J&K in a big way.

Parvez Ahmad in his address said, "J&K Bank is an institution that identifies itself with its customers and operates on the agenda of customer convenience and social relevance."

"We have launched this proposition in line with our agenda of Customer Centricity and promoting need-based products only. While it is not compulsory for our customers to buy the life insurance products offered by MetLife to secure their loans, we would recommend the same to protect their family from any unforeseen financial liability arising out of an unexpected death of the borrower," he said.

AH Bandy while speaking on the occasion said that the beauty of the product lies in providing age cover up to 70 years. "It is a wonderful product that even covers suicide, a rare feature for an insurance product to come up with", he emphasized.

The dignitaries also presented "Star Performers of the night" awards to officers of the Bank who have put up an outstanding performance during the calendar year 2014.

Publication: Greater Kashmir

Date and Edition: January 9, 2015, Srinagar, Page - 13

Headline: MetLoan & Life Suraksha launched in Srinagar

MetLoan & Life Suraksha launched in Srinagar



GK NEWS NETWORK

Srinagar, Jan.8: Continuing its statewide launch, J&K Bank & PSB MetLife today launched Credit Protection Plan - MetLoan & Life Suraksha in Srinagar.

Directors at MetLife India Sumeer Bansal and Sanjay Vij and J&K Bank's Executive Presidents, Paveer Ahmad & Abdul Hamid Bandy jointly launched this innovative credit linked insurance package at a simple but impressive function here today.

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Speaking on the occasion Sumeer Bansal, Director Business - MetLife India in his address described the product launch as yet another milestone in the 11 year old partnership of MetLife with J&K Bank. He thanked J&K Bank management for providing MetLife an opportunity to serve the people of J&K in a big way. "Post Bood, we have collaborated with J&K Bank to undertake CSR initiatives to further strengthen our bond with the people of J&K," he said.

I feel proud in stating that our claim settlement ratio in the J&K state is 98%, highest in the industry," he added.

Paveer Ahmad, Executive President J&K Bank, in his address said, "J&K Bank is an institution that identifies itself with its customers and operates on the agenda of customer convenience and social relevance. Dealing with people in fairness and transparency has made us a universal bank in J&K as around 90% of the state's adult population are our customers."

"We have launched this proposition in line with our agenda of Customer Centricity and promoting need-based products only. While it is not compulsory for our customers

to buy the life insurance products offered by MetLife to secure their loans, we would recommend the same to protect their family from any unforeseen financial liability arising out of an unexpected death of the borrower," he said.

He said that Bank was always eager to explore possibilities of devising new products and services in line with changing needs of people and their economic aspirations. "Apart from banking products we are closely working with our insurance partners to devise specialized and highly need based insurance products to secure the interests of our esteemed customers besides addressing the risk involved", he said, adding "people of J&K have reposed their faith in the bank; we shall always work towards returning it with respect and customized financial solutions."

A.H.Bandy, Executive President J&K Bank, while speaking on the occasion said that the beauty of the product lies in providing age cover up to 70 years. "It is a wonderful product that even covers suicide, a rare feature for an insurance product to come up with", he emphasized.

Stressing that the Bank believes in placing customer at the center of its operations, Bandy said that J&K Bank believes in fair practices. "We don't believe in mis-selling and forced selling. Our aim is to sell a product or a service but buying it is ultimately the prerogative of the customer", he said.

Others present on the occasion included S.K. Bhat, Senior President, J&K Bank, Presidents Nayemullah, P.K. Ticker, M.S. Wani, Vice President, cluster heads, other officials from J&K Bank, Ashok Roddy, Deputy Director MetLife, Rajat Chopra, Associate Director MetLife and Zeeshan Andleeb, Regional Head, J&K, MetLife and senior officials at MetLife India.

The dignitaries also presented "Star Performers of the Bank" who have put up an outstanding performance during the calendar year 2014.

The function culminated with presentation of vote of thanks by Sanjay Vij, Director MetLife.

Publication: Rising Kashmir

Date and Edition: January 9, 2015, Srinagar, Page - 8

Headline: MetLoan & Life Suraksha launched in Srinagar

MetLoan & Life Suraksha launched in Srinagar

The product will protect family against unforeseen liability: Parveez

RISING KASHMIR NEWS | JAN 08

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Others present on the occasion included S Khat, Senior President, J&K Bank, Presidents Nayeemullah, P K Tickoo, M S Wani, Vice Presidents, cluster heads, other officials from J&K Bank, Ashok Reddy, Deputy Director MetLife, Rajat Chopra, Associate Director MetLife and Zeeshan Andleeb, Regional Head, J&K, MetLife and senior officials at MetLife India.

The dignitaries also presented "Star Performers of the night" awards to officers of the Bank who have put up an outstanding performance during the calendar year 2014.

The function culminated with presentation of vote of thanks by Sanjay Vij, Director MetLife.