

ING Vysya Life Insurance Company Limited

(Registration No: 114; Date of registration: 2 August 2001)

FORM L-38-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUAL)*(Rs in Crores)*

| Business Acquisition through different channels (Individuals) | | | | | |
|---|--------------------------|------------------|------------|----------------------------------|------------|
| | Channels | Up to the period | | Same period of the previous year | |
| Sl.No. | | No. of Policies | Premium | No. of Policies | Premium |
| 1 | Individual agents | 198,309 | 362 | 282,363 | 470 |
| 2 | Corporate Agents-Banks | 41,465 | 165 | 32,516 | 94 |
| 3 | Corporate Agents -Others | 23,922 | 48 | 5,263 | 6 |
| 4 | Brokers | 3,456 | 6 | 691 | 2 |
| 5 | Micro Agents | - | - | - | - |
| 6 | Direct Business | 23,603 | 53 | 37,375 | 86 |
| | Total (A) | 290,755 | 633 | 358,208 | 658 |
| 1 | Referral (B) | 23,603 | 53 | 37,375 | 86 |
| | Grand Total (A+B) | 314,358 | 686 | 395,583 | 744 |

Note:

1. Premium means amount of premium received from business acquired by the source
2. No of Policies stand for no. of policies sold

