

ING Vysya Life Insurance Company Limited

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

FORM : L38 - Business acquisition through different channels (Individual)

₹ Crores

SI.No.	Channels	Up to the period		Same quarter previous year		Up to the period		Same period of the previous year	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	36,858	93.95	49,115	90.73	66,984	166.13	101,398	173.61
2	Corporate Agents-Banks	10,966	31.34	10,318	57.31	16,986	49.22	17,076	84.27
3	Corporate Agents -Others	6,946	15.98	7,029	13.47	13,206	27.85	7,625	14.27
4	Brokers	589	2.66	1,019	1.69	1,163	4.25	1,624	2.60
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	-	-	-	-	-	-	-	-
	Total (A)	55,359	143.94	67,481	163.20	98,339	247.45	127,723	274.75
1	Referral (B)	6,660	15.56	5,572	13.40	12,635	26.99	10,359	23.56
	Grand Total (A+B)	62,019	159.50	73,053	176.60	110,974	274.43	138,082	298.31

Note:

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

