

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 | Current Quarter | | 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 | 49,233 | 101.04 | 40,385 | 74.27 | 116,217 | 267.17 | 141,783 | 247.88 |
| 2 | Corporate Agents-Banks | 16,967 | 44.12 | 10,194 | 39.15 | 33,953 | 93.33 | 27,270 | 123.42 |
| 3 | Corporate Agents -Others | 402 | 0.62 | 5,652 | 11.18 | 13,608 | 28.47 | 13,277 | 25.45 |
| 4 | Brokers | 870 | 2.86 | 804 | 1.27 | 2,033 | 7.11 | 2,428 | 3.87 |
| 5 | Micro Agents | - | - | - | - | - | - | - | - |
| 6 | Direct Business | - | - | - | - | - | - | - | - |
| | Total (A) | 67,472 | 148.63 | 57,035 | 125.87 | 165,811 | 396.08 | 184,758 | 400.62 |
| 1 | Referral (B) | 54 | 0.20 | 4,952 | 9.53 | 12,689 | 27.19 | 15,311 | 33.09 |
| | Grand Total (A+B) | 67,526 | 148.83 | 61,987 | 135.40 | 178,500 | 423.27 | 200,069 | 433.71 |

Note:

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

