

**ING Vysya Life Insurance Company Limited**

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

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

| Sl.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        | 35,382          | 62.28        | 30,126                     | 72.18         | 35,382           | 62.28        | 30,126                           | 72.18         |
| 2      | Corporate Agents-Banks   | 6,490           | 24.63        | 6,020                      | 17.87         | 6,490            | 24.63        | 6,020                            | 17.87         |
| 3      | Corporate Agents -Others | 509             | 0.61         | 6,260                      | 11.87         | 509              | 0.61         | 6,260                            | 11.87         |
| 4      | Brokers                  | 531             | 1.09         | 574                        | 1.59          | 531              | 1.09         | 574                              | 1.59          |
| 5      | Micro Agents             | -               | -            | -                          | -             | -                | -            | -                                | -             |
| 6      | Direct Business          | -               | -            | -                          | -             | -                | -            | -                                | -             |
|        | <b>Total (A)</b>         | <b>42,912</b>   | <b>88.62</b> | <b>42,980</b>              | <b>103.51</b> | <b>42,912</b>    | <b>88.62</b> | <b>42,980</b>                    | <b>103.51</b> |
| 1      | Referral (B)             | 3,290           | 6.26         | 5,975                      | 11.43         | 3,290            | 6.26         | 5,975                            | 11.43         |
|        | <b>Grand Total (A+B)</b> | <b>46,202</b>   | <b>94.87</b> | <b>48,955</b>              | <b>114.94</b> | <b>46,202</b>    | <b>94.87</b> | <b>48,955</b>                    | <b>114.94</b> |

**Note:**

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

