

**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	50,369	112.04	36,858	93.95	85,751	174.32	66,984	166.13
2	Corporate Agents-Banks	10,651	52.32	10,966	31.34	17,141	76.95	16,986	49.22
3	Corporate Agents -Others	488	1.19	6,946	15.98	997	1.80	13,206	27.85
4	Brokers	515	1.47	589	2.66	1,046	2.56	1,163	4.25
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	-	-	-	-	-	-	-	-
	<b>Total (A)</b>	<b>62,023</b>	<b>167.02</b>	<b>55,359</b>	<b>143.94</b>	<b>104,935</b>	<b>255.63</b>	<b>98,339</b>	<b>247.45</b>
1	Referral (B)	1,920	4.50	6,660	15.56	5,210	10.76	12,635	26.99
	<b>Grand Total (A+B)</b>	<b>63,943</b>	<b>171.52</b>	<b>62,019</b>	<b>159.50</b>	<b>110,145</b>	<b>266.39</b>	<b>110,974</b>	<b>274.43</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

