

**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		Year ended 31 Mar 2012		Year ended 31 Mar 2011	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	51,773	148.05	70,831	135.86	182,054	418.17	187,048	403.03
2	Corporate Agents-Banks	14,138	67.88	15,014	62.40	39,778	188.75	48,967	155.73
3	Corporate Agents -Others	1,377	2.98	569	0.93	3,890	7.55	14,177	29.41
4	Brokers	631	1.87	1,337	4.29	2,248	6.39	3,370	11.39
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	-	-	-	-	-	-	-	-
	<b>Total (A)</b>	<b>67,919</b>	<b>220.78</b>	<b>87,751</b>	<b>203.48</b>	<b>227,970</b>	<b>620.85</b>	<b>253,562</b>	<b>599.56</b>
1	Referral (B)	2,372	7.39	8,150	26.40	5,830	15.36	20,839	53.58
	<b>Grand Total (A+B)</b>	<b>70,291</b>	<b>228.17</b>	<b>95,901</b>	<b>229.88</b>	<b>233,800</b>	<b>636.21</b>	<b>274,401</b>	<b>653.15</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