

**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 upto the period year	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	32,097	154.89	50,369	112.04	58,735	224.06	85,751	174.32
2	Corporate Agents-Banks	11,181	42.87	10,651	52.32	17,146	58.14	17,141	76.95
3	Corporate Agents -Others	2,318	5.62	488	1.19	2,605	6.08	997	1.80
4	Brokers	1,748	2.74	515	1.47	2,122	3.24	1,046	2.56
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	-	-	-	-	-	-	-	-
	<b>Total (A)</b>	<b>47,344</b>	<b>206.12</b>	<b>62,023</b>	<b>167.02</b>	<b>80,608</b>	<b>291.51</b>	<b>104,935</b>	<b>255.63</b>
1	Referral (B)	1,610	3.70	1,920	4.50	2,560	5.29	5,210	10.76
	<b>Grand Total (A+B)</b>	<b>48,954</b>	<b>209.82</b>	<b>63,943</b>	<b>171.52</b>	<b>83,168</b>	<b>296.80</b>	<b>110,145</b>	<b>266.39</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