

**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 upto the period year	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	28,926	80.18	40,799	88.89	87,661	304.25	126,550	263.21
2	Corporate Agents-Banks	9,961	34.08	8,499	43.92	27,107	92.22	25,640	120.87
3	Corporate Agents -Others	2,014	13.89	1,516	2.77	4,619	19.97	2,513	4.57
4	Brokers	2,799	4.61	571	1.95	4,921	7.85	1,617	4.51
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	88	0.18	-	-	88	0.18	-	-
	<b>Total (A)</b>	<b>43,788</b>	<b>132.94</b>	<b>51,385</b>	<b>137.53</b>	<b>124,396</b>	<b>424.45</b>	<b>156,320</b>	<b>393.17</b>
1	Referral (B)	1,344	3.50	1,979	4.13	3,904	8.79	7,189	14.88
	<b>Grand Total (A+B)</b>	<b>45,132</b>	<b>136.44</b>	<b>53,364</b>	<b>141.66</b>	<b>128,300</b>	<b>433.25</b>	<b>163,509</b>	<b>408.05</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