

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		Year ended 31 Mar 2013		Year ended 31 Mar 2012	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	48,231	111.28	51,773	148.05	135,892	415.18	182,054	418.17
2	Corporate Agents-Banks	17,402	84.03	14,138	67.88	44,509	176.45	39,778	188.75
3	Corporate Agents -Others *	(2,393)	(17.24)	1,377	2.98	2,226	2.88	3,890	7.55
4	Brokers	4,591	8.71	631	1.87	9,512	16.56	2,248	6.39
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business *	5,431	12.77	-	-	5,519	12.95	-	-
	Total (A)	73,262	199.56	67,919	220.78	197,658	624.02	227,970	620.86
1	Referral (B)	3,040	4.56	2,372	7.39	6,944	13.36	5,830	15.36
	Grand Total (A+B)	76,302	204.12	70,291	228.17	204,602	637.38	233,800	636.22

* Reclassified for the full year hence showing negative numbers during the quarter

Note:

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