

Exide 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	For the quarter ended 30 September 2018		For the quarter ended 30 September 2017		Up to the quarter ended 30 September 2018		Up to the quarter ended 30 September 2017	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	20,121	79.82	24,427	82.96	37,698	160.55	43,424	150.38
2	Corporate Agents-Banks	3,857	11.25	2,514	6.90	6,762	19.40	4,000	10.93
3	Corporate Agents -Others	3,451	8.64	4,069	8.89	6,131	15.15	6,800	16.11
4	Brokers	12,766	35.06	10,958	26.37	23,372	64.36	20,542	49.72
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	1,632	10.21	1,856	8.81	2,845	17.10	3,309	13.82
7	IMF	104	0.23	(5)	(0.03)	213	0.45	29	0.09
	Total (A)	41,931	145.20	43,819	133.90	77,021	277.01	78,104	241.05
1	Referral (B)	3,072	6.39	4,391	8.90	5,469	11.49	7,232	14.23
	Grand Total (A+B)	45,003	151.60	48,210	142.79	82,490	288.50	85,336	255.28

Note:

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