

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 31 December 2018		For the quarter ended 31 December 2017		Up to the quarter ended 31 December 2018		Up to the quarter ended 31 December 2017	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	19,995	82.15	23,121	84.33	57,693	242.70	66,545	234.71
2	Corporate Agents-Banks	3,818	10.78	2,296	5.56	10,580	30.17	6,296	16.50
3	Corporate Agents -Others	3,684	8.13	3,728	8.51	9,815	23.28	10,528	24.62
4	Brokers	14,856	40.40	12,142	30.73	38,228	104.76	32,684	80.46
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	1,535	9.23	1,453	8.47	4,380	26.33	4,762	22.29
7	POS	10	0.04	-	-	10	0.04	-	-
8	IMF	84	0.16	(6)	(0.04)	297	0.61	23	0.05
	Total (A)	43,982	150.88	42,734	137.57	121,003	427.89	120,838	378.62
1	Referral (B)	2,904	6.25	3,228	6.63	8,373	17.74	10,460	20.87
	Grand Total (A+B)	46,886	157.13	45,962	144.20	129,376	445.64	131,298	399.48

Note:

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