

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 June 2019		For the quarter ended 30 June 2018		Up to the quarter ended 30 June 2019		Up to the quarter ended 30 June 2018	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	15,513	74.14	17,577	80.72	15,513	74.14	17,577	80.72
2	Corporate Agents-Banks	2,927	7.47	2,905	8.15	2,927	7.47	2,905	8.15
3	Corporate Agents -Others	2,840	5.63	2,680	6.51	2,840	5.63	2,680	6.51
4	Brokers	13,948	45.38	10,606	29.31	13,948	45.38	10,606	29.31
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	1,419	6.87	1,213	6.89	1,419	6.87	1,213	6.89
7	POS	17	0.05	-	-	17	0.05	-	-
8	IMF	-	-	109	0.23	-	-	109	0.23
	Total (A)	36,664	139.56	35,090	131.81	36,664	139.56	35,090	131.81
1	Referral (B)	1,760	3.27	2,397	5.10	1,760	3.27	2,397	5.10
	Grand Total (A+B)	38,424	142.83	37,487	136.90	38,424	142.83	37,487	136.90

Note:

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