

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 2020		For the quarter ended 30 June 2019		Up to the quarter ended 30 June 2020		Up to the quarter ended 30 June 2019	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	12,981	66.44	15,513	74.14	12,981	66.44	15,513	74.14
2	Corporate Agents-Banks	1,683	3.28	2,927	7.47	1,683	3.28	2,927	7.47
3	Corporate Agents -Others	386	0.69	2,840	5.63	386	0.69	2,840	5.63
4	Brokers	5,332	11.32	13,948	45.38	5,332	11.32	13,948	45.38
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	1,787	7.38	1,419	6.87	1,787	7.38	1,419	6.87
7	POS	2,361	3.93	17	0.05	2,361	3.93	17	0.05
8	IMF	-	-	-	-	-	-	-	-
	Total (A)	24,530	93.04	36,664	139.56	24,530	93.04	36,664	139.56
1	Referral (B)	844	1.74	1,760	3.27	844	1.74	1,760	3.27
	Grand Total (A+B)	25,374	94.78	38,424	142.83	25,374	94.78	38,424	142.83

Note:

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