

Exide Life Insurance Company Limited
(Formerly known as 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 2014		Year ended 31 Mar 2013	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	39,673	135.52	48,231	111.28	124,329	360.65	135,892	415.18
2	Corporate Agents-Banks	14,019	58.08	17,402	84.03	37,773	132.02	44,509	176.45
3	Corporate Agents -Others *	751	1.56	(2,393)	(17.24)	2,113	3.88	2,226	2.88
4	Brokers	6,386	17.06	4,591	8.71	20,231	45.45	9,512	16.56
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business *	1,748	3.98	5,431	12.77	4,860	8.75	5,519	12.95
	Total (A)	62,577	216.21	73,262	199.56	189,306	550.75	197,658	624.02
1	Referral (B)	3,499	5.89	3,040	4.56	8,074	14.78	6,944	13.36
	Grand Total (A+B)	66,076	222.10	76,302	204.12	197,380	565.53	204,602	637.38

* Previous Year - 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