

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	For the quarter ended 30 September 2014		For the quarter ended 30 September 2013		Up to the quarter ended 30 September 2014		Up to the quarter ended 30 September 2013	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	22,457	99.86	33,857	76.77	45,116	186.06	56,114	133.09
2	Corporate Agents-Banks	7,631	27.54	9,655	28.05	12,397	42.77	14,993	44.20
3	Corporate Agents -Others	523	1.12	479	0.76	1,048	2.41	890	1.38
4	Brokers	3,777	14.86	5,198	10.04	6,185	21.12	8,562	16.37
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	1,781	2.30	1,185	1.79	2,129	3.00	2,034	3.03
	Total (A)	36,169	145.67	50,374	117.41	66,875	255.35	82,593	198.07
1	Referral (B)	1,141	2.11	1,906	3.95	2,737	4.11	2,925	5.62
	Grand Total (A+B)	37,310	147.78	52,280	121.36	69,612	259.46	85,518	203.69

Note:

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