

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 2015		Year ended 31 Mar 2014	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	43,584	162.48	39,673	135.52	114,013	475.07	124,329	360.65
2	Corporate Agents-Banks	908	1.78	14,019	58.08	15,161	52.53	37,773	132.02
3	Corporate Agents -Others	494	1.81	751	1.56	1,940	5.61	2,113	3.88
4	Brokers	7,919	39.24	6,386	17.06	19,634	81.80	20,231	45.45
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	2,045	4.60	1,748	3.98	5,692	10.73	4,860	8.75
	Total (A)	54,950	209.92	62,577	216.21	156,440	625.73	189,306	550.75
1	Referral (B)	1,835	3.38	3,499	5.89	5,269	8.59	8,074	14.78
	Grand Total (A+B)	56,785	213.30	66,076	222.10	161,709	634.32	197,380	565.53

Note:

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