

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 | | Up to the quarter ended 30 June 2015 | | Up to the quarter ended 30 June 2014 | |
|--------|--------------------------|-----------------|--------------|----------------------------|---------------|--------------------------------------|--------------|--------------------------------------|---------------|
| | | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium |
| 1 | Individual agents | 20,168 | 79.09 | 22,659 | 86.20 | 20,168 | 79.09 | 22,659 | 86.20 |
| 2 | Corporate Agents-Banks | 459 | 0.86 | 4,766 | 15.23 | 459 | 0.86 | 4,766 | 15.23 |
| 3 | Corporate Agents -Others | 701 | 3.01 | 525 | 1.30 | 701 | 3.01 | 525 | 1.30 |
| 4 | Brokers | 7,091 | 11.10 | 2,408 | 6.27 | 7,091 | 11.10 | 2,408 | 6.27 |
| 5 | Micro Agents | - | - | - | - | - | - | - | - |
| 6 | Direct Business | 524 | 1.25 | 348 | 0.70 | 524 | 1.25 | 348 | 0.70 |
| | Total (A) | 28,943 | 95.31 | 30,706 | 109.69 | 28,943 | 95.31 | 30,706 | 109.69 |
| 1 | Referral (B) | 960 | 1.42 | 1,596 | 2.00 | 960 | 1.42 | 1,596 | 2.00 |
| | Grand Total (A+B) | 29,903 | 96.74 | 32,302 | 111.69 | 29,903 | 96.74 | 32,302 | 111.69 |

Note:

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