

**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 2015		For the quarter ended 30 September 2014		Up to the quarter ended 30 September 2015		Up to the quarter ended 30 September 2014	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	35,128	97.71	22,457	99.86	55,296	176.81	45,116	186.06
2	Corporate Agents-Banks	938	2.11	7,631	27.54	1,397	2.97	12,397	42.77
3	Corporate Agents -Others	1,071	4.44	523	1.12	1,772	7.45	1,048	2.41
4	Brokers	13,234	36.50	3,777	14.86	20,325	47.60	6,185	21.12
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	471	1.06	1,781	2.30	995	2.31	2,129	3.00
	<b>Total (A)</b>	<b>50,842</b>	<b>141.83</b>	<b>36,169</b>	<b>145.67</b>	<b>79,785</b>	<b>237.14</b>	<b>66,875</b>	<b>255.35</b>
1	Referral (B)	2,295	3.37	1,141	2.11	3,255	4.79	2,737	4.11
	<b>Grand Total (A+B)</b>	<b>53,137</b>	<b>145.19</b>	<b>37,310</b>	<b>147.78</b>	<b>83,040</b>	<b>241.93</b>	<b>69,612</b>	<b>259.46</b>

**Note:**

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