

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 31 December 2015		For the quarter ended 31 December 2014		Up to the quarter ended 31 December 2015		Up to the quarter ended 31 December 2014	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	28,666	77.09	25,313	126.53	83,962	253.89	70,429	312.59
2	Corporate Agents-Banks	761	1.53	1,856	7.98	2,158	4.49	14,253	50.74
3	Corporate Agents -Others	1,041	4.35	398	1.38	2,813	11.80	1,446	3.79
4	Brokers	11,750	33.18	5,530	21.44	32,075	80.78	11,715	42.56
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	484	1.50	1,518	3.13	1,479	3.81	3,647	6.13
	Total (A)	42,702	117.64	34,615	160.46	122,487	354.78	101,490	415.81
1	Referral (B)	2,142	3.14	697	1.10	5,397	7.92	3,434	5.21
	Grand Total (A+B)	44,844	120.78	35,312	161.56	127,884	362.70	104,924	421.02

Note:

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