

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 2016		Year ended 31 Mar 2015	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	42,782	118.85	43,584	162.48	126,744	372.74	114,013	475.07
2	Corporate Agents-Banks	1,136	1.61	908	1.78	3,294	6.10	15,161	52.53
3	Corporate Agents -Others	1,284	5.09	494	1.81	4,097	16.89	1,940	5.61
4	Brokers	14,621	40.11	7,919	39.24	46,696	120.89	19,634	81.80
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	804	4.32	2,045	4.60	2,283	8.13	5,692	10.73
	Total (A)	60,627	169.97	54,950	209.92	183,114	524.75	156,440	625.73
1	Referral (B)	3,408	6.29	1,835	3.38	8,805	14.22	5,269	8.59
	Grand Total (A+B)	64,035	176.27	56,785	213.30	191,919	538.97	161,709	634.32

Note:

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