

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 2016		For the quarter ended 30 September 2015		Up to the quarter ended 30 September 2016		Up to the quarter ended 30 September 2015	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	30,229	132.91	35,128	97.71	48,207	376.81	55,296	176.81
2	Corporate Agents-Banks	1,366	3.44	938	2.11	2,268	5.33	1,397	2.97
3	Corporate Agents -Others	1,595	5.11	1,071	4.44	2,873	9.51	1,772	7.45
4	Brokers	11,274	28.75	13,234	36.50	21,302	52.29	20,325	47.60
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	1,156	5.04	471	1.06	1,608	7.55	995	2.31
7	IMF	30	0.17	-	-	30	0.17	-	-
	Total (A)	45,650	175.41	50,842	141.83	76,288	451.65	79,785	237.14
1	Referral (B)	3,527	6.13	2,295	3.37	5,565	9.28	3,255	4.79
	Grand Total (A+B)	49,177	181.55	53,137	145.19	81,853	460.93	83,040	241.93

Note:

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