

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 2016 | | For the quarter ended 31 December 2015 | | Up to the quarter ended 31 December 2016 | | Up to the quarter ended 31 December 2015 | |
|--------|--------------------------|--|---------------|--|---------------|--|---------------|--|---------------|
| | | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium |
| 1 | Individual agents | 22,989 | 78.15 | 28,666 | 77.09 | 71,196 | 454.95 | 83,962 | 253.89 |
| 2 | Corporate Agents-Banks | 1,200 | 3.76 | 761 | 1.53 | 3,468 | 9.10 | 2,158 | 4.49 |
| 3 | Corporate Agents -Others | 1,622 | 5.00 | 1,041 | 4.35 | 4,495 | 14.51 | 2,813 | 11.80 |
| 4 | Brokers | 10,322 | 28.95 | 11,750 | 33.18 | 31,624 | 81.24 | 32,075 | 80.78 |
| 5 | Micro Agents | - | - | - | - | - | - | - | - |
| 6 | Direct Business | 1,188 | 5.76 | 484 | 1.50 | 2,796 | 13.31 | 1,479 | 3.81 |
| 7 | IMF | 54 | 0.28 | - | - | 84 | 0.45 | - | - |
| | Total (A) | 37,375 | 121.91 | 42,702 | 117.64 | 113,663 | 573.55 | 122,487 | 354.78 |
| 1 | Referral (B) | 2,005 | 3.71 | 2,142 | 3.14 | 7,570 | 12.99 | 5,397 | 7.92 |
| | Grand Total (A+B) | 39,380 | 125.62 | 44,844 | 120.78 | 121,233 | 586.54 | 127,884 | 362.70 |

Note:

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