

**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 March 2017		For the quarter ended 31 March 2016		Year ended 31 March 2017		Year ended 31 March 2016	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	37,622	145.41	42,782	118.85	108,818	597.72	126,744	372.74
2	Corporate Agents-Banks	2,613	7.86	1,136	1.61	6,081	18.96	3,294	6.10
3	Corporate Agents -Others	2,601	8.77	1,284	5.09	7,096	23.36	4,097	16.89
4	Brokers	15,378	44.97	14,621	40.11	47,002	126.77	46,696	120.89
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	3,023	10.21	804	4.32	5,819	23.52	2,283	8.13
7	IMF	108	0.50	-	-	192	0.95	-	-
	<b>Total (A)</b>	<b>61,345</b>	<b>217.72</b>	<b>60,627</b>	<b>169.97</b>	<b>175,008</b>	<b>791.27</b>	<b>183,114</b>	<b>524.75</b>
1	Referral (B)	5,447	10.63	3,408	6.29	13,017	23.62	8,805	14.22
	<b>Grand Total (A+B)</b>	<b>66,792</b>	<b>228.35</b>	<b>64,035</b>	<b>176.27</b>	<b>188,025</b>	<b>814.90</b>	<b>191,919</b>	<b>538.97</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