

**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 June 2017		For the quarter ended 30 June 2016		Up to the quarter ended 30 June 2017		Up to the quarter ended 30 June 2016	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	18,997	67.41	17,978	243.89	18,997	67.41	17,978	243.89
2	Corporate Agents-Banks	1,486	4.04	902	1.89	1,486	4.04	902	1.89
3	Corporate Agents -Others	2,731	7.21	1,278	4.40	2,731	7.21	1,278	4.40
4	Brokers	9,584	23.36	10,028	23.54	9,584	23.36	10,028	23.54
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	1,453	5.01	452	2.51	1,453	5.01	452	2.51
7	IMF	34	0.12	-	-	34	0.12	-	-
	<b>Total (A)</b>	<b>34,285</b>	<b>107.14</b>	<b>30,638</b>	<b>276.23</b>	<b>34,285</b>	<b>107.14</b>	<b>30,638</b>	<b>276.23</b>
1	Referral (B)	2,841	5.34	2,038	3.15	2,841	5.34	2,038	3.15
	<b>Grand Total (A+B)</b>	<b>37,126</b>	<b>112.48</b>	<b>32,676</b>	<b>279.38</b>	<b>37,126</b>	<b>112.48</b>	<b>32,676</b>	<b>279.38</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