

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 2017		For the quarter ended 30 September 2016		Up to the quarter ended 30 September 2017		Up to the quarter ended 30 September 2016	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	24,427	82.96	30,229	132.91	43,424	150.38	48,207	376.81
2	Corporate Agents-Banks	2,514	6.90	1,366	3.44	4,000	10.93	2,268	5.33
3	Corporate Agents -Others	4,069	8.89	1,595	5.11	6,800	16.11	2,873	9.51
4	Brokers	10,958	26.37	11,274	28.75	20,542	49.72	21,302	52.29
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	1,856	8.81	1,156	5.04	3,309	13.82	1,608	7.55
7	IMF	(5)	(0.03)	30	0.17	29	0.09	30	0.17
	Total (A)	43,819	133.90	45,650	175.41	78,104	241.05	76,288	451.65
1	Referral (B)	4,391	8.90	3,527	6.13	7,232	14.23	5,565	9.28
	Grand Total (A+B)	48,210	142.79	49,177	181.55	85,336	255.28	81,853	460.93

Note:

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