

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 2017		For the quarter ended 31 December 2016		Up to the quarter ended 31 December 2017		Up to the quarter ended 31 December 2016	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	23,121	84.33	22,989	78.15	66,545	234.71	71,196	454.95
2	Corporate Agents-Banks	2,296	5.56	1,200	3.76	6,296	16.50	3,468	9.10
3	Corporate Agents -Others	3,728	8.51	1,622	5.00	10,528	24.62	4,495	14.51
4	Brokers	12,142	30.73	10,322	28.95	32,684	80.46	31,624	81.24
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	1,453	8.47	1,188	5.76	4,762	22.29	2,796	13.31
7	IMF	(6)	(0.04)	54	0.28	23	0.05	84	0.45
	Total (A)	42,734	137.57	37,375	121.91	120,838	378.62	113,663	573.55
1	Referral (B)	3,228	6.63	2,005	3.71	10,460	20.87	7,570	12.99
	Grand Total (A+B)	45,962	144.20	39,380	125.62	131,298	399.48	121,233	586.54

Note:

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