

Exide 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 2018		For the quarter ended 31 March 2017		Year ended 31 March 2018		Year ended 31 March 2017	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	30,708	152.77	37,622	145.41	97,253	387.47	108,818	597.72
2	Corporate Agents-Banks	4,988	16.30	2,613	7.86	11,284	32.79	6,081	18.96
3	Corporate Agents -Others	3,510	9.01	2,601	8.77	14,038	33.64	7,096	23.36
4	Brokers	15,603	41.60	15,378	44.97	48,287	122.05	47,002	126.77
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	2,169	15.38	3,023	10.21	6,931	37.67	5,819	23.52
7	IMF	-	-	108	0.50	23	0.05	192	0.95
	Total (A)	56,978	235.06	61,345	217.72	177,816	613.66	175,008	791.27
1	Referral (B)	5,587	13.00	5,447	10.63	16,047	33.87	13,017	23.62
	Grand Total (A+B)	62,565	248.06	66,792	228.35	193,863	647.53	188,025	814.90

Note:

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