

**Exide Life Insurance Company Limited**

(Registration No: 114; Date of registration: 2 August 2001)

**FORM : L37-Business acquisition through different channels (Group)**

₹ Crores

| Sl.No. | Channels                 | For the quarter ended 30 June 2018 |                      |              | For the quarter ended 30 June 2017 |                      |              | Up to the quarter ended 30 June 2018 |                      |              | Up to the quarter ended 30 June 2017 |                      |              |
|--------|--------------------------|------------------------------------|----------------------|--------------|------------------------------------|----------------------|--------------|--------------------------------------|----------------------|--------------|--------------------------------------|----------------------|--------------|
|        |                          | No. of Policies/<br>No. of Schemes | No. of Lives Covered | Premium      | No. of Policies/<br>No. of Schemes | No. of Lives Covered | Premium      | No. of Policies/<br>No. of Schemes   | No. of Lives Covered | Premium      | No. of Policies/<br>No. of Schemes   | No. of Lives Covered | Premium      |
| 1      | Individual agents        | -                                  | -                    | -            | -                                  | -                    | -            | -                                    | -                    | -            | -                                    | -                    | -            |
| 2      | Corporate Agents-Banks   | -                                  | 40                   | 0.01         | -                                  | -                    | -            | -                                    | 40                   | 0.01         | -                                    | -                    | -            |
| 3      | Corporate Agents -Others | -                                  | -                    | -            | -                                  | -                    | -            | -                                    | -                    | -            | -                                    | -                    | -            |
| 4      | Brokers                  | 46                                 | 407,815              | 17.38        | 56                                 | 285,267              | 14.82        | 46                                   | 407,815              | 17.38        | 56                                   | 285,267              | 14.82        |
| 5      | Micro Agents             | -                                  | -                    | -            | -                                  | -                    | -            | -                                    | -                    | -            | -                                    | -                    | -            |
| 6      | Direct Business          | 9                                  | 27,381               | 2.43         | 12                                 | 546,144              | 18.63        | 9                                    | 27,381               | 2.43         | 12                                   | 546,144              | 18.63        |
| 7      | IMF                      | -                                  | -                    | -            | -                                  | -                    | -            | -                                    | -                    | -            | -                                    | -                    | -            |
|        | <b>Total (A)</b>         | <b>55</b>                          | <b>435,236</b>       | <b>19.83</b> | <b>68</b>                          | <b>831,411</b>       | <b>33.45</b> | <b>55</b>                            | <b>435,236</b>       | <b>19.83</b> | <b>68</b>                            | <b>831,411</b>       | <b>33.45</b> |
| 1      | Referral (B)             | -                                  | -                    | -            | -                                  | -                    | -            | -                                    | -                    | -            | -                                    | -                    | -            |
|        | <b>Grand Total (A+B)</b> | <b>55</b>                          | <b>435,236</b>       | <b>19.83</b> | <b>68</b>                          | <b>831,411</b>       | <b>33.45</b> | <b>55</b>                            | <b>435,236</b>       | <b>19.83</b> | <b>68</b>                            | <b>831,411</b>       | <b>33.45</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