

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 30 June 2018		Up to the quarter ended 30 June 2018		For the quarter ended 30 June 2017		Up to the quarter ended 30 June 2017	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	17,577	80.72	18,997	67.41	17,577	80.72	18,997	67.41
2	Corporate Agents-Banks	2,905	8.15	1,486	4.04	2,905	8.15	1,486	4.04
3	Corporate Agents -Others	2,680	6.51	2,731	7.21	2,680	6.51	2,731	7.21
4	Brokers	10,606	29.31	9,584	23.36	10,606	29.31	9,584	23.36
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	1,213	6.89	1,453	5.01	1,213	6.89	1,453	5.01
7	IMF	109	0.23	34	0.12	109	0.23	34	0.12
	Total (A)	35,090	131.81	34,285	107.14	35,090	131.81	34,285	107.14
1	Referral (B)	2,397	5.10	2,841	5.34	2,397	5.10	2,841	5.34
	Grand Total (A+B)	37,487	136.90	37,126	112.48	37,487	136.90	37,126	112.48

Note:

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