

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 2019		For the quarter ended 31 March 2018		Year ended 31 March 2019		Year ended 31 March 2018	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	31,938	153.56	30,708	152.77	89,631	396.26	97,253	387.47
2	Corporate Agents-Banks	6,361	20.23	4,988	16.30	16,941	50.40	11,284	32.79
3	Corporate Agents -Others	4,443	10.09	3,510	9.01	14,258	33.37	14,038	33.64
4	Brokers	21,355	64.90	15,603	41.60	59,583	169.66	48,287	122.05
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	2,351	14.52	2,169	15.38	6,731	40.86	6,931	37.67
7	POS	56	0.18	-	-	66	0.22	-	-
8	IMF	41	0.08	-	-	338	0.69	23	0.05
	Total (A)	66,545	263.56	56,978	235.06	1,87,548	691.45	1,77,816	613.66
1	Referral (B)	4,591	10.24	5,587	13.00	12,964	27.98	16,047	33.87
	Grand Total (A+B)	71,136	273.80	62,565	248.06	2,00,512	719.43	1,93,863	647.53

Note:

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