

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 September 2019		For the quarter ended 30 September 2018		Up to the quarter ended 30 September 2019		Up to the quarter ended 30 September 2018	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	22,865	112.91	20,121	79.82	38,378	187.05	37,698	160.55
2	Corporate Agents-Banks	4,867	12.22	3,857	11.25	7,794	19.70	6,762	19.40
3	Corporate Agents -Others	3,777	7.74	3,451	8.64	6,617	13.38	6,131	15.15
4	Brokers	15,853	52.90	12,766	35.06	29,801	98.28	23,372	64.36
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	2,404	13.79	1,632	10.21	3,823	20.67	2,845	17.10
7	POS	115	0.23	-	-	132	0.28	-	-
8	IMF	-	-	104	0.23	-	-	213	0.45
	Total (A)	49,881	199.80	41,931	145.20	86,545	339.35	77,021	277.01
1	Referral (B)	2,440	5.16	3,072	6.39	4,200	8.43	5,469	11.49
	Grand Total (A+B)	52,321	204.96	45,003	151.60	90,745	347.79	82,490	288.50

Note:

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