

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 December 2019		For the quarter ended 31 December 2018		Up to the quarter ended 31 December 2019		Up to the quarter ended 31 December 2018	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	21,309	104.33	19,995	82.15	59,687	291.39	57,693	242.70
2	Corporate Agents-Banks	3,732	9.80	3,818	10.78	11,526	29.49	10,580	30.17
3	Corporate Agents -Others	2,472	5.38	3,684	8.13	9,089	18.76	9,815	23.28
4	Brokers	16,475	56.61	14,856	40.40	46,276	154.88	38,228	104.76
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	2,338	14.20	1,535	9.23	6,161	34.87	4,380	26.33
7	POS	187	0.36	10	0.04	319	0.64	10	0.04
8	IMF	-	-	84	0.16	-	-	297	0.61
	Total (A)	46,513	190.68	43,982	150.88	133,058	530.03	121,003	427.89
1	Referral (B)	2,339	5.16	2,904	6.25	6,539	13.60	8,373	17.74
	Grand Total (A+B)	48,852	195.84	46,886	157.13	139,597	543.63	129,376	445.64

Note:

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