

**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 2020		For the quarter ended 31 March 2019		Year ended 31 March 2020		Year ended 31 March 2019	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	23,585	131.66	31,938	153.56	83,272	423.05	89,631	396.26
2	Corporate Agents-Banks	4,026	13.19	6,361	20.23	15,552	42.69	16,941	50.40
3	Corporate Agents -Others	2,596	6.56	4,443	10.09	11,685	25.32	14,258	33.37
4	Brokers	15,663	53.34	21,355	64.90	61,939	208.22	59,583	169.66
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	2,811	19.74	2,351	14.52	8,972	54.61	6,731	40.86
7	POS	250	0.40	56	0.18	569	1.04	66	0.22
8	IMF	-	-	41	0.08	-	-	338	0.69
	<b>Total (A)</b>	<b>48,931</b>	<b>224.90</b>	<b>66,545</b>	<b>263.56</b>	<b>181,989</b>	<b>754.93</b>	<b>187,548</b>	<b>691.45</b>
1	Referral (B)	1,885	4.82	4,591	10.24	8,424	18.42	12,964	27.98
	<b>Grand Total (A+B)</b>	<b>50,816</b>	<b>229.72</b>	<b>71,136</b>	<b>273.80</b>	<b>190,413</b>	<b>773.35</b>	<b>200,512</b>	<b>719.43</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