

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 2020		For the quarter ended 30 September 2019		Up to the quarter ended 30 September 2020		Up to the quarter ended 30 September 2019	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	17,843	90.84	22,865	112.91	30,817	157.26	38,378	187.05
2	Corporate Agents-Banks	2,260	5.81	4,867	12.22	3,943	9.09	7,794	19.70
3	Corporate Agents -Others	909	2.11	3,777	7.74	1,295	2.80	6,617	13.38
4	Brokers	10,788	27.86	15,853	52.90	16,120	39.17	29,801	98.28
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	2,317	13.83	2,404	13.79	4,104	21.21	3,823	20.67
7	POS	2,894	5.14	115	0.23	5,262	9.09	132	0.28
8	IMF	-	-	-	-	-	-	-	-
	Total (A)	37,011	145.58	49,881	199.80	61,541	238.62	86,545	339.35
1	Referral (B)	859	2.21	2,440	5.16	1,703	3.95	4,200	8.43
	Grand Total (A+B)	37,870	147.78	52,321	204.96	63,244	242.57	90,745	347.79

Note:

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