

**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 2020		For the quarter ended 31 December 2019		Up to the quarter ended 31 December 2020		Up to the quarter ended 31 December 2019	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	16,668	99.25	21,309	104.33	47,485	256.52	59,687	291.39
2	Corporate Agents-Banks	2,857	8.30	3,732	9.80	6,800	17.39	11,526	29.49
3	Corporate Agents -Others	1,023	2.99	2,472	5.38	2,318	5.79	9,089	18.76
4	Brokers	11,823	36.35	16,475	56.61	27,943	75.52	46,276	154.88
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	1,850	11.73	2,338	14.20	5,954	32.94	6,161	34.87
7	POS	1,502	2.43	187	0.36	6,764	11.51	319	0.64
8	IMF	-	-	-	-	-	-	-	-
	<b>Total (A)</b>	<b>35,723</b>	<b>161.05</b>	<b>46,513</b>	<b>190.68</b>	<b>97,264</b>	<b>399.67</b>	<b>133,058</b>	<b>530.03</b>
1	Referral (B)	892	2.31	2,339	5.16	2,595	6.26	6,539	13.60
	<b>Grand Total (A+B)</b>	<b>36,615</b>	<b>163.36</b>	<b>48,852</b>	<b>195.84</b>	<b>99,859</b>	<b>405.93</b>	<b>139,597</b>	<b>543.63</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