

**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 2021		For the quarter ended 31 March 2020		Year ended 31 March 2021		Year ended 31 March 2020	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	24,517	170.85	23,585	131.66	72,002	427.37	83,272	423.05
2	Corporate Agents-Banks	3,676	13.76	4,026	13.19	10,476	31.15	15,552	42.69
3	Corporate Agents -Others	1,233	3.47	2,596	6.56	3,551	9.26	11,685	25.32
4	Brokers	14,293	48.78	15,663	53.34	42,236	124.30	61,939	208.22
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	3,369	27.66	2,811	19.74	9,323	60.60	8,972	54.61
7	POS	607	1.29	250	0.40	7,371	12.80	569	1.04
8	IMF	-	-	-	-	-	-	-	-
	<b>Total (A)</b>	<b>47,695</b>	<b>265.81</b>	<b>48,931</b>	<b>224.90</b>	<b>144,959</b>	<b>665.48</b>	<b>181,989</b>	<b>754.93</b>
1	Referral (B)	1,089	3.07	1,885	4.82	3,684	9.33	8,424	18.42
	<b>Grand Total (A+B)</b>	<b>48,784</b>	<b>268.88</b>	<b>50,816</b>	<b>229.72</b>	<b>148,643</b>	<b>674.81</b>	<b>190,413</b>	<b>773.35</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