

**Exide Life Insurance Company Limited**

(Registration No: 114; Date of registration: 2 August 2001)

**FORM : L38 - Business acquisition through different channels (Individual)****(₹ Lakhs)**

Sl.No.	Channels	For the quarter ended 31 December 2021		For the quarter ended 31 December 2020		Up to the quarter ended 31 December 2021		Up to the quarter ended 31 December 2020	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	13,083	12,748	16,668	9,925	36,810	35,416	47,485	25,652
2	Corporate Agents-Banks	2,467	1,132	2,857	830	6,548	2,711	6,800	1,739
3	Corporate Agents -Others	667	225	1,023	299	1,831	539	2,318	579
4	Brokers	10,074	4,094	11,823	3,635	27,147	10,379	27,943	7,552
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	-	-	-	-	-	-	-	-
	- Online (Through Company Website)	-	-	-	-	-	-	-	-
	- Others	2,537	2,415	1,850	1,173	7,020	6,067	5,954	3,294
7	POS	1,439	175	1,502	243	4,466	559	6,764	1,151
8	IMF	-	-	-	-	-	-	-	-
	<b>Total (A)</b>	<b>30,267</b>	<b>20,790</b>	<b>35,723</b>	<b>16,105</b>	<b>83,822</b>	<b>55,670</b>	<b>97,264</b>	<b>39,967</b>
1	Referral Arrangements (B)	533	169	892	231	1,793	542	2,595	626
	<b>Grand Total (A+B)</b>	<b>30,800</b>	<b>20,959</b>	<b>36,615</b>	<b>16,336</b>	<b>85,615</b>	<b>56,212</b>	<b>99,859</b>	<b>40,593</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