

**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 March 2022		For the quarter ended 31 March 2021		Up to the quarter ended 31 March 2022		Up to the quarter ended 31 March 2021	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	21,010	17,971	24,517	17,085	57,820	53,387	72,002	42,737
2	Corporate Agents-Banks	3,476	1,781	3,676	1,376	10,024	4,491	10,476	3,115
3	Corporate Agents -Others	707	228	1,233	347	2,538	766	3,551	926
4	Brokers	12,070	5,106	14,293	4,878	39,217	15,485	42,236	12,430
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	-	-	-	-	-	-	-	-
	- Online (Through Company Website)	-	-	-	-	-	-	-	-
	- Others	3,379	3,486	3,369	2,766	10,399	9,553	9,323	6,060
7	POS	1,026	123	607	129	5,492	682	7,371	1,280
8	IMF	-	-	-	-	-	-	-	-
	<b>Total (A)</b>	<b>41,668</b>	<b>28,694</b>	<b>47,695</b>	<b>26,581</b>	<b>1,25,490</b>	<b>84,364</b>	<b>1,44,959</b>	<b>66,548</b>
1	Referral Arrangements (B)	514	200	1,089	307	2,307	742	3,684	933
	<b>Grand Total (A+B)</b>	<b>42,182</b>	<b>28,894</b>	<b>48,784</b>	<b>26,888</b>	<b>1,27,797</b>	<b>85,106</b>	<b>1,48,643</b>	<b>67,481</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