

FORM L-38 Business Acquisition through different channels (Individuals)

Insurer: **SHRIRAM LIFE INSURANCE COMPANY LIMITED**

Sl.No.	Channels	Business Acquisition through different channels (Individuals)							
		For the quarter 31.12.15		Upto the period 31.12.15		For the quarter 31.12.14		Upto the period 31.12.14	
		No. of Policies	Premium (Rs crore)	No. of Policies	Premium (Rs crore)	No. of Policies	Premium (Rs crore)	No. of Policies	Premium (Rs crore)
1	Individual agents	4095	13.41	10150	29.06	5037	14.19	12981	45.80
2	Corporate Agents-Banks	0	0.00	0	0.00	3	0.00	15	0.02
3	Corporate Agents -Others	32804	37.28	93551	101.68	19172	29.49	41443	76.45
4	Brokers	289	0.18	555	0.03	-14	-0.28	-55	-0.86
5	Micro Agents								
6	Direct Business	29363	48.30	79673	123.26	27534	40.98	61234	95.28
	Total (A)	66551	99.17	183929	254.03	51732	84.38	115618	216.70
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	66551	99.17	183929	254.03	51732	84.38	115618	216.70

Note:

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