

**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 31.03.16		Year Ended 31st March '16		For the quarter 31.03.15		Year Ended 31st March '15	
		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	4388	16.60	14538	45.66	5681	14.66	18662	60.46
2	Corporate Agents-Banks	-	-	-	0.00	7	0.00	22	0.03
3	Corporate Agents -Others	45094	61.85	138645	163.53	29415	38.45	70858	114.90
4	Brokers	942	1.15	1497	1.18	-38	-0.72	-93	-1.58
5	Micro Agents								
6	Direct Business	30672	61.91	110345	185.17	38809	64.75	100043	160.04
	<b>Total (A)</b>	<b>81096</b>	<b>141.51</b>	<b>265025</b>	<b>395.54</b>	<b>73874</b>	<b>117.14</b>	<b>189492</b>	<b>333.85</b>
1	Referral (B)	-		-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>81096</b>	<b>141.51</b>	<b>265025</b>	<b>395.54</b>	<b>73874</b>	<b>117.14</b>	<b>189492</b>	<b>333.85</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