

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 30.06.16		Upto the period 30.06.16		For the quarter 30.06.15		Upto the period 30.06.15	
		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	2772	10.03	2772	10.03	3784	10.29	3784	10.29
2	Corporate Agents-Banks	0	0.00	0	0.00	0	0.00	0	0.00
3	Corporate Agents -Others	25272	34.52	25272	34.52	24138	22.53	24138	22.53
4	Brokers	776	0.93	776	0.93	91	-0.01	91	-0.01
5	Micro Agents								
6	Direct Business	19409	33.91	19409	33.91	25849	40.66	25849	40.66
	Total (A)	48229	79.40	48229	79.40	53862	73.47	53862	73.47
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	48229	79.40	48229	79.40	53862	73.47	53862	73.47

Note:

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