

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 30.06.17		Upto the period 30.06.17		For the quarter 30.06.16		Upto the period 30.06.16	
		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	2728	13.91	2728	13.91	2772	10.03	2772	10.03
2	Corporate Agents-Banks					0	0.00	0	0.00
3	Corporate Agents -Others	23528	43.48	23528	43.48	25272	34.52	25272	34.52
4	Brokers	815	1.79	815	1.79	776	0.93	776	0.93
5	Micro Agents								
6	Direct Business	15092	29.12	15092	29.12	19409	33.91	19409	33.91
	Total (A)	42163	88.30	42163	88.30	48229	79.40	48229	79.40
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	42163	88.30	42163	88.30	48229	79.40	48229	79.40

Note:

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