

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

Insurer: **SHRIRAM LIFE INSURANCE COMPANY LIMITED**

Sl.No.	Business Acquisition through different channels (Individuals)								
	Channels	For the quarter 30.09.17		Up to The Period 30.09.17		For the quarter 30.09.16		Up to The Period 30.09.16	
		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	2755	12.65	5483	26.56	3933	16.03	6705	26.06
2	Corporate Agents-Banks	8	0.00	8	0.00	0	0.00	0	0.00
3	Corporate Agents -Others	33814	55.55	57342	99.04	16753	46.77	42025	81.29
4	Brokers	1034	3.63	1849	5.42	1315	1.97	2091	2.90
5	Micro Agents								
6	Direct Business	14260	30.57	29352	59.69	20314	36.46	39723	70.38
	Total (A)	51871	102.41	94034	190.71	42315	101.23	90544	180.63
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	51871	102.41	94034	190.71	42315	101.23	90544	180.63

Note:

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