

# 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 31.12.17		Up to The Period 31.12.17		For the quarter 31.12.16		Up to The Period 31.12.16	
		No. of Policies	Premium (Rs crore)	No. of Policies	Premium (Rs crore)	No. of Policies	Premium (Rs crore)	No. of Policies	Premium (Rs crore)
	Individual agents	2788	13.45	8271	40.01	2864	12.93	9569	39.00
2	Corporate Agents-Banks	77	0.11	85.00	0.11	0	0.00	0	0.00
3	Corporate Agents -Others	42166	62.85	99508	161.89	21447	51.59	63472	132.88
4	Brokers	1490	3.82	3339	9.24	1014	2.41	3105	5.31
5	Micro Agents	0	-			-	-	-	-
6	Direct Business	16758	35.38	46110	95.07	17095	36.51	56818	106.89
	<b>Total (A)</b>	<b>63279</b>	<b>115.62</b>	<b>157313</b>	<b>306.33</b>	<b>42420</b>	<b>103.44</b>	<b>132964</b>	<b>284.07</b>
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>63279</b>	<b>115.62</b>	<b>157313</b>	<b>306.33</b>	<b>42420</b>	<b>103.44</b>	<b>132964</b>	<b>284.07</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