

# 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 30.06.18		Upto the period 30.06.18		For the quarter 30.06.17		Upto the period 30.06.17	
		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	1352	6.63	1352	6.63	2728	13.91	2728	13.91
2	Corporate Agents-Banks	107	0.27	107	0.27	-	-	-	-
3	Corporate Agents -Others	41476	43.76	41476	43.76	23528	43.48	23528	43.48
4	Brokers	1158	3.50	1158	3.50	815	1.79	815	1.79
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	14529	29.52	14529	29.52	15092	29.12	15092	29.12
	<b>Total (A)</b>	<b>58622</b>	<b>83.70</b>	<b>58622</b>	<b>83.70</b>	<b>42163</b>	<b>88.30</b>	<b>42163</b>	<b>88.30</b>
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>58622</b>	<b>83.70</b>	<b>58622</b>	<b>83.70</b>	<b>42163</b>	<b>88.30</b>	<b>42163</b>	<b>88.30</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