

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 31.12.18		Upto the period 31.12.18		For the quarter 31.12.17		Upto the period 31.12.17	
		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	1843	9.80	5610	29.55	2788	13.45	8271	40.01
2	Corporate Agents-Banks	176	0.64	426	1.33	77	0.11	85	0.11
3	Corporate Agents -Others	27442	54.95	121680	167.80	42166	62.85	99508	161.89
4	Brokers	1557	5.10	4381	14.87	1490	3.82	3339	9.24
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	19907	44.98	52272	117.58	16758	35.38	46110	95.07
	Total (A)	50925	115.47	184369	331.14	63279	115.62	157313	306.33
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	50925	115.47	184369	331.14	63279	115.62	157313	306.33

Note:

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