

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 30.06.19		For the quarter 30.06.19		For the quarter 30.06.18		For the quarter 30.06.18	
		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	1076	5.60	1076	5.60	1352	6.63	1352	6.63
2	Corporate Agents-Banks	139	0.35	139	0.35	107	0.27	107	0.27
3	Corporate Agents -Others	26672	35.96	26672	35.96	41476	43.76	41476	43.76
4	Brokers	1243	3.79	1243	3.79	1158	3.50	1158	3.50
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	18057	41.10	18057	41.10	14529	29.52	14529	29.52
	Total (A)	47187	86.80	47187	86.80	58622	83.70	58622	83.70
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	47187	86.80	47187	86.80	58622	83.70	58622	83.70

Note:

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