

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 31.12.19		For the Period 31.12.19		For the quarter 31.12.18		For the Period 31.12.18	
		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	1472	8.69	4183	23.89	1843	9.80	5610	29.55
	Corporate Agents-Banks	217	0.62	616	1.68	176	0.64	426	1.33
3	Corporate Agents -Others	41355	64.53	111589	163.73	27442	54.95	121680	167.80
4	Brokers	2436	5.52	5105	13.58	1557	5.10	4381	14.87
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	24015	51.19	63831	138.70	19907	44.98	52272	117.58
	Total (A)	69495	130.55	185324	341.59	50925	115.47	184369	331.14
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	69495	130.55	185324	341.59	50925	115.47	184369	331.14

Note:

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