

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 ended 31.03.2020		For the Year ended 31.03.2020		For the quarter ended 31.03.2019		For the Year ended 31.03.2019	
		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	1505	9.90	5688	33.80	2337	14.02	7947	43.58
2	Corporate Agents-Banks	403	1.18	1019	2.86	283	0.88	709	2.21
3	Corporate Agents -Others	54411	74.76	166000	238.49	52118	82.86	173798	250.66
4	Brokers	4908	8.70	10013	22.28	2262	7.50	6643	22.38
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	25114	49.71	88945	188.42	31603	71.55	83875	189.13
	Total (A)	86341	144.26	271665	485.85	88603	176.81	272972	507.95
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	86341	144.26	271665	485.85	88603	176.81	272972	507.95

Note:

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