

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 31.12.2020		For the period ended 31.12.2020		For the quarter ended 31.12.2019		For the period ended 31.12.2019	
		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	1582	10.20	3350	20.50	1472	8.69	4183	23.89
2	Corporate Agents-Banks	468	1.05	994	2.33	217	0.62	616	1.68
3	Corporate Agents -Others	51677	86.02	95733	172.77	41355	64.53	111589	163.73
4	Brokers	5422	10.22	18329	31.55	2436	5.52	5105	13.58
5	Micro Agents	0	0.00	-	-	-	-	-	-
6	Direct Business	21431	42.37	60953	123.83	24015	51.19	63831	138.70
7	Web Aggregators	-1	0.02	76	0.42	0	-	0	-
	Total (A)	80579	149.88	179435	351.40	69495	130.55	185324	341.59
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	80579	149.88	179435	351.40	69495	130.55	185324	341.59

Note:

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