

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 30.06.2021		For the period ended 30.06.2021		For the quarter ended 30.06.2020		For the period ended 30.06.2020	
		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	822	5.16	822	5.16	531	3.33	531	3.33
2	Corporate Agents-Banks	252	0.59	252	0.59	114	0.24	114	0.24
3	Corporate Agents -Others	22713	39.33	22713	39.33	10372	26.70	10372	26.70
4	Brokers	4046	6.75	4046	6.75	3234	5.45	3234	5.45
5	Micro Agents	0	0.00	0	0.00	0	0.00	0	0.00
6	Direct Business	13833	35.91	13833	35.91	17952	36.41	17952	36.41
7	Web Aggregators	0	0.00	0	0.00	5	0.02	5	0.02
	Total (A)	41666	87.73	41666	87.73	32208	72.15	32208	72.15
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	41666	87.73	41666	87.73	32208	72.15	32208	72.15

Note:

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