

# 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 30.06.15		Upto the period 30.06.15		For the quarter 30.06.14		Upto the period 30.06.14	
		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	3784	10.29	3784	10.29	2538	12.88	2538	12.88
2	Corporate Agents-Banks	0	0.00	0	0.00	6	0.01	6	0.01
3	Corporate Agents -Others	24138	22.53	24138	22.53	8964	19.54	8964	19.54
4	Brokers	91	-0.01	91	-0.01	-19	-0.42	-19	-0.42
5	Micro Agents								
6	Direct Business	25849	40.66	25849	40.66	12276	20.79	12276	20.79
	<b>Total (A)</b>	<b>53862</b>	<b>73.47</b>	<b>53862</b>	<b>73.47</b>	<b>23765</b>	<b>52.80</b>	<b>23765</b>	<b>52.80</b>
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>53862</b>	<b>73.47</b>	<b>53862</b>	<b>73.47</b>	<b>23765</b>	<b>52.80</b>	<b>23765</b>	<b>52.80</b>

Note:

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