

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 30.09.15		Upto the period 30.09.15		For the quarter 30.09.14		Upto the period 30.09.14	
		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	2271	5.36	6055	15.65	5406	18.74	7944	31.61
2	Corporate Agents-Banks	0	0.00	0	0.00	6	0.01	12	0.02
3	Corporate Agents -Others	36609	41.87	60747	64.39	13307	27.42	22271	46.96
4	Brokers	175	-0.14	266	-0.15	-22	-0.16	-41	-0.58
5	Micro Agents								
6	Direct Business	24461	34.30	50310	74.96	21424	33.52	33700	54.31
	Total (A)	63516	81.38	117378	154.85	40121	79.52	63886	132.32
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	63516	81.38	117378	154.85	40121	79.52	63886	132.32

Note:

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