

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 30.09.19		For the Period 30.09.19		For the quarter 30.09.18		For the Period 30.09.18	
		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	1635	9.61	2711	15.21	2415	13.12	3767	19.76
	Corporate Agents-Banks	260	0.71	399	1.06	143	0.42	250	0.69
3	Corporate Agents -Others	43562	63.24	70234	99.20	52762	69.08	94238	112.84
4	Brokers	1426	4.27	2669	8.06	1666	6.27	2824	9.77
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	21759	46.42	39816	87.51	17836	43.08	32365	72.60
	Total (A)	68642	124.24	115829	211.04	74822	131.97	133444	215.67
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	68642	124.24	115829	211.04	74822	131.97	133444	215.67

Note:

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