

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 30.09.2020		For the period ended 30.09.2020		For the quarter ended 30.09.2019		For the period ended 30.09.2019	
		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	1237	6.96	1768	10.29	1635	9.61	2711	15.21
2	Corporate Agents-Banks	412	1.04	526	1.28	260	0.71	399	1.06
3	Corporate Agents -Others	33684	60.06	44056	86.76	43562	63.24	70234	99.20
4	Brokers	9673	15.88	12907	21.33	1426	4.27	2669	8.06
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	21570	45.05	39522	81.47	21759	46.42	39816	87.51
7	Web Aggregators	72	0.38	77	0.40	-	-	-	-
	Total (A)	66648	129.37	98856	201.52	68642	124.24	115829	211.04
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	66648	129.37	98856	201.52	68642	124.24	115829	211.04

Note:

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