

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 30.06.2020		For the quarter ended 30.06.2020		For the quarter ended 30.06.2019		For the quarter ended 30.06.2019	
		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	531	3.33	531	3.33	1076	5.60	1076	5.60
2	Corporate Agents-Banks	114	0.24	114	0.24	139	0.35	139	0.35
3	Corporate Agents -Others	10372	26.70	10372	26.70	26672	35.96	26672	35.96
4	Brokers	3234	5.45	3234	5.45	1243	3.79	1243	3.79
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	17957	36.44	17957	36.44	18057	41.10	18057	41.10
	Total (A)	32208	72.15	32208	72.15	47187	86.80	47187	86.80
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	32208	72.15	32208	72.15	47187	86.80	47187	86.80

Note:

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