

FORM NL-40 - BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Registration No. 102



Date of Registration with the IRDA: 23.10.2000

Insurer:	<i>Royal Sundaram General Insurance Co. Limited</i>	Date:	31-Dec-15
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(Rs in Lakhs)

Business Acquisition Through Different Channels

Sl.No.	Channels	Current Quarter		Same quarter Previous Year		Up to the period		Same period of the previous year	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	42,766	3,815	50,611	3,671	1,28,945	12,854	1,39,259	12,546
2	Corporate Agents-Banks	17,893	1,677	20,335	1,794	58,928	5,619	63,897	5,385
3	Corporate Agents -Others	47,935	3,798	43,588	3,786	1,24,658	12,047	1,24,666	11,288
4	Brokers	1,83,252	21,609	2,28,007	21,344	5,46,410	65,237	6,18,622	61,231
5	Micro Agents	12	0	1	0	45	104	7	3
6	Direct Business	1,25,213	11,278	76,815	7,128	2,73,097	24,401	2,46,096	24,272
	Total (A)	4,17,071	42,178	4,19,356	37,723	11,32,083	1,20,261	11,92,546	1,14,725
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	4,17,071	42,178	4,19,356	37,723	11,32,083	1,20,261	11,92,546	1,14,725

Note:

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