

FORM NL-40 - BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Registration No. 102



Date of Registration with the IRDA: 23.10.2000

Insurer:

Royal Sundaram General Insurance Co. Limited

Date:

31-Dec-16

(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	45,343	4,977	42,766	3,815	1,35,435	14,779	1,28,945	12,854
2	Corporate Agents-Banks	15,015	1,519	17,893	1,677	48,281	5,125	58,928	5,619
3	Corporate Agents -Others	46,407	5,398	47,935	3,798	1,35,526	16,148	1,24,658	12,047
4	Brokers	2,81,916	35,368	1,83,252	21,609	7,85,492	1,00,297	5,46,410	65,237
5	Micro Agents	37	30	12	0	84	71	45	104
6	Direct Business	77,281	8,537	1,25,213	11,278	2,18,367	25,790	2,73,097	24,401
	Total (A)	4,65,999	55,829	4,17,071	42,178	13,23,185	1,62,210	11,32,083	1,20,261
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	4,65,999	55,829	4,17,071	42,178	13,23,185	1,62,210	11,32,083	1,20,261

Note:

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