

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-17

(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	77,804	9,930	45,343	4,977	2,07,958	26,761	1,35,435	14,779
2	Corporate Agents-Banks	14,372	1,683	15,015	1,519	47,922	5,984	48,281	5,125
3	Corporate Agents -Others	37,884	8,116	46,407	5,398	95,109	22,345	1,35,526	16,148
4	Brokers	2,52,871	38,064	2,81,916	35,368	7,26,688	1,13,989	7,85,492	1,00,297
5	Micro Agents	16	1	37	30	51	6	84	71
6	Direct Business	82,991	8,277	77,281	8,537	2,12,273	23,912	2,18,367	25,790
	Total (A)	4,65,938	66,071	4,65,999	55,829	12,90,001	1,92,998	13,23,185	1,62,210
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	4,65,938	66,071	4,65,999	55,829	12,90,001	1,92,998	13,23,185	1,62,210

Note:

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