

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-Mar-19

(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	88,170	12,173	77,512	10,193	299,960	39,693	285,470	36,954
2	Corporate Agents-Banks	12,957	1,887	15,670	1,972	50,865	7,068	63,592	7,956
3	Corporate Agents -Others	42,395	12,541	42,922	10,360	157,362	41,902	138,031	32,706
4	Brokers	216,912	34,441	258,939	37,988	987,066	154,396	985,627	151,977
5	Micro Agents	2	0	12	2	24	2	63	8
6	Direct Business	191,562	12,572	86,124	8,831	431,607	74,196	298,397	32,743
	Total (A)	551,998	73,615	481,179	69,345	1,926,884	317,257	1,771,180	262,344
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	551,998	73,615	481,179	69,345	1,926,884	317,257	1,771,180	262,344

Note:

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