

## 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: **30-Jun-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	80,964	11,686	67,359	8,873	80,964	11,686	67,359	8,873
2	Corporate Agents-Banks	12,315	1,957	14,368	2,039	12,315	1,957	14,368	2,039
3	Corporate Agents -Others	36,240	10,262	35,243	9,026	36,240	10,262	35,243	9,026
4	Brokers	194,837	36,962	274,989	44,047	194,837	36,962	274,989	44,047
5	Micro Agents	5	1	6	1	5	1	6	1
6	Direct Business	94,698	10,916	77,051	10,924	94,698	10,916	77,051	10,924
	Total (A)	419,059	71,783	469,016	74,909	419,059	71,783	469,016	74,909
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>419,059</b>	<b>71,783</b>	<b>469,016</b>	<b>74,909</b>	<b>419,059</b>	<b>71,783</b>	<b>469,016</b>	<b>74,909</b>

Note:

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