

**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-18**
*(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	67,359	8,873	64,716	8,284	67,359	8,873	64,716	8,284
2	Corporate Agents-Banks	14,368	2,039	16,245	2,283	14,368	2,039	16,245	2,283
3	Corporate Agents -Others	35,243	9,026	26,680	6,627	35,243	9,026	26,680	6,627
4	Brokers	274,989	44,047	252,100	40,588	274,989	44,047	252,100	40,588
5	Micro Agents	6	1	20	3	6	1	20	3
6	Direct Business	77,051	10,924	63,800	8,083	77,051	10,924	63,800	8,083
	Total (A)	469,016	74,909	423,561	65,870	469,016	74,909	423,561	65,870
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>469,016</b>	<b>74,909</b>	<b>423,561</b>	<b>65,870</b>	<b>469,016</b>	<b>74,909</b>	<b>423,561</b>	<b>65,870</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