

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-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	53,413	5,345	59,602	5,551	1,88,848	20,124	1,88,547	18,405
2	Corporate Agents-Banks	16,998	2,015	19,391	1,896	65,279	7,140	78,319	7,515
3	Corporate Agents -Others	59,562	8,299	54,316	4,622	1,95,088	24,447	1,78,974	16,668
4	Brokers	2,71,658	35,691	2,40,124	27,125	10,57,150	1,35,988	7,86,534	92,362
5	Micro Agents	16	16	17	44	99	88	62	148
6	Direct Business	60,148	5,302	1,21,130	9,913	2,78,516	31,092	3,94,227	34,314
	Total (A)	4,61,795	56,668	4,94,580	49,151	17,84,980	2,18,878	16,26,663	1,69,412
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	4,61,795	56,668	4,94,580	49,151	17,84,980	2,18,878	16,26,663	1,69,412

Note:

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