

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-Sep-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	72,000	9,198	65,438	8,547	139,359	18,071	130,154	16,831
2	Corporate Agents-Banks	14,056	1,909	17,305	2,018	28,424	3,948	33,550	4,301
3	Corporate Agents -Others	41,314	10,619	30,545	7,602	76,557	19,644	57,225	14,229
4	Brokers	251,134	39,507	221,717	35,337	526,123	83,554	473,817	75,925
5	Micro Agents	7	1	15	2	13	1	35	5
6	Direct Business	72,954	37,089	65,491	7,552	150,005	48,013	129,291	15,635
	Total (A)	451,465	98,322	400,511	61,058	920,481	173,231	824,072	126,927
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	451,465	98,322	400,511	61,058	920,481	173,231	824,072	126,927

Note:

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