

FORM NL-40 - BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Registration No. 102



Date of Registration with the IRDA: 23.10.2000

Insurer:	<i>Royal Sundaram General Insurance Co. Limited</i>	Date:	30-Jun-17
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(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	64,716	8,284	43,683	4,593	64,716	8,284	43,683	4,593
2	Corporate Agents-Banks	16,245	2,283	15,953	1,738	16,245	2,283	15,953	1,738
3	Corporate Agents -Others	26,680	6,627	42,288	4,871	26,680	6,627	42,288	4,871
4	Brokers	2,52,100	40,588	2,58,802	34,284	2,52,100	40,588	2,58,802	34,284
5	Micro Agents	20	3	27	34	20	3	27	34
6	Direct Business	63,800	8,083	69,175	8,006	63,800	8,083	69,175	8,006
	Total (A)	4,23,561	65,870	4,29,928	53,525	4,23,561	65,870	4,29,928	53,525
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	4,23,561	65,870	4,29,928	53,525	4,23,561	65,870	4,29,928	53,525

Note:

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