

## FORM NL-40 - BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Registration No. 102



Date of Registration with the IRDA: 23.10.2000

<b>Insurer:</b>	<i>Royal Sundaram General Insurance Co. Limited</i>	<b>Date:</b>	<b>30-Jun-16</b>
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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	43,683	4,593	43,080	4,738	43,683	4,593	43,080	4,738
2	Corporate Agents-Banks	15,953	1,738	19,939	1,982	15,953	1,738	19,939	1,982
3	Corporate Agents -Others	42,288	4,871	38,137	4,163	42,288	4,871	38,137	4,163
4	Brokers	2,58,802	34,284	1,89,136	23,254	2,58,802	34,284	1,89,136	23,254
5	Micro Agents	27	34	14	33	27	34	14	33
6	Direct Business	69,175	8,006	64,868	7,107	69,175	8,006	64,868	7,107
	Total (A)	4,29,928	53,525	3,55,174	41,278	4,29,928	53,525	3,55,174	41,278
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>4,29,928</b>	<b>53,525</b>	<b>3,55,174</b>	<b>41,278</b>	<b>4,29,928</b>	<b>53,525</b>	<b>3,55,174</b>	<b>41,278</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