

**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-Dec-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	72,431	9,449	77,804	9,930	211,790	27,520	207,958	26,761
2	Corporate Agents-Banks	9,484	1,234	14,372	1,683	37,908	5,181	47,922	5,984
3	Corporate Agents -Others	38,410	9,716	37,884	8,116	114,967	29,361	95,109	22,345
4	Brokers	244,031	36,401	252,871	38,064	770,154	119,955	726,688	113,989
5	Micro Agents	9	0	16	1	22	2	51	6
6	Direct Business	90,040	13,611	82,991	8,277	240,045	61,624	212,273	23,912
	Total (A)	454,405	70,411	465,938	66,071	1,374,886	243,642	1,290,001	192,998
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>454,405</b>	<b>70,411</b>	<b>465,938</b>	<b>66,071</b>	<b>1,374,886</b>	<b>243,642</b>	<b>1,290,001</b>	<b>192,998</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