

## 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-19**

(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	103,400	14,465	72,000	9,198	184,364	26,151	139,359	18,071
2	Corporate Agents-Banks	13,076	1,772	14,056	1,909	25,391	3,730	28,424	3,948
3	Corporate Agents -Others	40,996	11,538	41,314	10,619	77,236	21,800	76,557	19,644
4	Brokers	195,553	36,475	251,134	39,507	390,390	73,437	526,123	83,554
5	Micro Agents	20	0	7	1	25	1	13	1
6	Direct Business	155,764	43,336	72,954	37,089	250,462	54,252	150,005	48,013
	Total (A)	508,809	107,586	451,465	98,322	927,868	179,370	920,481	173,231
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>508,809</b>	<b>107,586</b>	<b>451,465</b>	<b>98,322</b>	<b>927,868</b>	<b>179,370</b>	<b>920,481</b>	<b>173,231</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