

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-19
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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	118,252	15,584	72,431	9,449	302,616	41,735	211,790	27,520
2	Corporate Agents-Banks	11,345	1,432	9,484	1,234	36,736	5,162	37,908	5,181
3	Corporate Agents -Others	40,580	10,277	38,410	9,716	117,816	32,076	114,967	29,361
4	Brokers	228,045	37,654	244,031	36,401	618,435	111,091	770,154	119,955
5	Micro Agents	8	0	9	0	33	1	22	2
6	Direct Business	142,226	33,245	90,040	13,611	392,688	87,497	240,045	61,624
	Total (A)	540,456	98,192	454,405	70,411	1,468,324	277,562	1,374,886	243,642
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	540,456	98,192	454,405	70,411	1,468,324	277,562	1,374,886	243,642

Note:

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