

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-Sep-21 |
|-----------------|---|--------------|------------------|

(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 | 1,74,267 | 20,050 | 1,23,638 | 15,738 | 2,67,506 | 31,962 | 2,02,282 | 26,502 |
| 2 | Corporate Agents-Banks | 14,890 | 2,303 | 11,096 | 1,323 | 22,353 | 3,349 | 21,071 | 2,640 |
| 3 | Corporate Agents -Others | 27,323 | 6,276 | 37,732 | 8,685 | 61,403 | 13,747 | 74,994 | 16,965 |
| 4 | Brokers | 2,58,211 | 36,834 | 1,81,399 | 29,288 | 4,25,226 | 70,073 | 3,37,247 | 59,335 |
| 5 | Micro Agents | 8 | 0 | 12 | 0 | 20 | 1 | 28 | 0 |
| 6 | Direct Business | 98,663 | 7,884 | 1,03,184 | 8,509 | 1,80,832 | 16,147 | 1,84,903 | 16,546 |
| | Total (A) | 5,73,362 | 73,347 | 4,57,061 | 63,543 | 9,57,340 | 1,35,279 | 8,20,525 | 1,21,987 |
| 1 | Referral (B) | - | - | - | - | - | - | - | - |
| | Grand Total (A+B) | 5,73,362 | 73,347 | 4,57,061 | 63,543 | 9,57,340 | 1,35,279 | 8,20,525 | 1,21,987 |

Note:

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