

PERIODIC DISCLOSURES

FORM NL-40 Business Acquisition through different channels

Insurer: Royal Sundaram Alliance Insurance Date: 30th June 2012

(Rs in Lakhs)

Sl.No.	Channels	Business Acquisition through different 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	35,668	4,072	42,716	5,384	35,668	4,072	42,716	5,384
2	Corporate Agents-Banks	26,664	6,254	51,338	3,067	26,664	6,254	51,338	3,067
3	Corporate Agents -Others	80,484	9,946	24,225	3,273	80,484	9,946	24,225	3,273
4	Brokers	145,206	13,579	23,122	5,170	145,206	13,579	23,122	5,170
5	Micro Agents	84	231	40	3,888	84	231	40	3,888
6	Direct Business	51,572	5,328	197,457	14,991	51,572	5,328	197,457	14,991
	Total (A)	339,677	39,411	338,898	35,773	339,677	39,411	338,898	35,773
1	Referral (B)	0	0	0	0	0	0	0	0
	Grand Total (A+B)	339,677	39,411	338,898	35,773	339,677	39,411	338,898	35,773

Note:

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

