

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-Mar-16

(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	59,602	5,551	77,354	6,528	1,88,547	18,405	2,16,613	19,074
2	Corporate Agents-Banks	19,391	1,896	21,253	1,954	78,319	7,515	85,150	7,339
3	Corporate Agents -Others	54,316	4,622	49,369	3,948	1,78,974	16,668	1,74,035	15,236
4	Brokers	2,40,124	27,125	1,37,591	17,117	7,86,534	92,362	7,56,213	78,348
5	Micro Agents	17	44	58	566	62	148	65	569
6	Direct Business	1,21,130	9,913	1,63,221	12,082	3,94,227	34,314	4,09,317	36,355
	Total (A)	4,94,580	49,151	4,48,846	42,195	16,26,663	1,69,412	16,41,392	1,56,920
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	4,94,580	49,151	4,48,846	42,195	16,26,663	1,69,412	16,41,392	1,56,920

Note:

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