

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-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	46,409	5,210	43,099	4,300	90,092	9,803	86,179	9,039
2	Corporate Agents-Banks	17,313	1,868	21,096	1,960	33,266	3,606	41,035	3,942
3	Corporate Agents -Others	46,831	5,878	38,586	4,086	89,119	10,749	76,723	8,249
4	Brokers	2,44,774	30,645	1,74,022	20,374	5,03,576	64,929	3,63,158	43,628
5	Micro Agents	17	8	19	71	44	41	33	104
6	Direct Business	71,914	9,248	83,016	6,016	1,41,089	17,253	1,47,884	13,123
	Total (A)	4,27,258	52,856	3,59,838	36,806	8,57,186	1,06,381	7,15,012	78,084
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	4,27,258	52,856	3,59,838	36,806	8,57,186	1,06,381	7,15,012	78,084

Note:

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