

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-18

(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	77,512	10,193	53,413	5,345	2,85,470	36,954	1,88,848	20,124
2	Corporate Agents-Banks	15,670	1,972	16,998	2,015	63,592	7,956	65,279	7,140
3	Corporate Agents -Others	42,922	10,360	59,562	8,299	1,38,031	32,706	1,95,088	24,447
4	Brokers	2,58,939	37,988	2,71,658	35,691	9,85,627	1,51,977	10,57,150	1,35,988
5	Micro Agents	12	2	16	16	63	8	99	88
6	Direct Business	86,124	8,831	60,148	5,302	2,98,397	32,743	2,78,516	31,092
	Total (A)	4,81,179	69,345	4,61,795	56,668	17,71,180	2,62,344	17,84,980	2,18,878
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	4,81,179	69,345	4,61,795	56,668	17,71,180	2,62,344	17,84,980	2,18,878

Note:

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