

## FORM NL-40 - BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Registration No. 102



Date of Registration with the IRDA: 23.10.2000

<b>Insurer:</b>	<i>Royal Sundaram General Insurance Co. Limited</i>	<b>Date:</b>	<b>30-Sep-17</b>
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(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	65,438	8,547	46,409	5,210	1,30,154	16,831	90,092	9,803
2	Corporate Agents-Banks	17,305	2,018	17,313	1,868	33,550	4,301	33,266	3,606
3	Corporate Agents -Others	30,545	7,602	46,831	5,878	57,225	14,229	89,119	10,749
4	Brokers	2,21,717	35,337	2,44,774	30,645	4,73,817	75,925	5,03,576	64,929
5	Micro Agents	15	2	17	8	35	5	44	41
6	Direct Business	65,491	7,552	71,914	9,248	1,29,291	15,635	1,41,089	17,253
	<b>Total (A)</b>	<b>4,00,511</b>	<b>61,058</b>	<b>4,27,258</b>	<b>52,856</b>	<b>8,24,072</b>	<b>1,26,927</b>	<b>8,57,186</b>	<b>1,06,381</b>
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>4,00,511</b>	<b>61,058</b>	<b>4,27,258</b>	<b>52,856</b>	<b>8,24,072</b>	<b>1,26,927</b>	<b>8,57,186</b>	<b>1,06,381</b>

Note:

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