

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-20

(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	107,962	13,406	88,170	12,173	410,578	55,141	299,960	39,693
2	Corporate Agents-Banks	12,440	1,786	12,957	1,887	49,176	6,948	50,865	7,068
3	Corporate Agents -Others	43,444	11,333	42,395	12,541	161,260	43,409	157,362	41,902
4	Brokers	280,916	33,492	216,912	34,441	899,351	144,584	987,066	154,396
5	Micro Agents	8	0	2	0	41	1	24	2
6	Direct Business	147,921	29,116	191,562	12,572	540,609	116,613	431,607	74,196
	Total (A)	592,691	89,134	551,998	73,615	2,061,015	366,696	1,926,884	317,257
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	592,691	89,134	551,998	73,615	2,061,015	366,696	1,926,884	317,257

Note:

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