

FORM NL-40 - BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Registration No. 102



Date of Registration with the IRDA: 23.10.2000

Insurer:	<i>Royal Sundaram General Insurance Co. Limited</i>	Date:	30-Jun-20
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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	78,644	10,764	80,964	11,686	78,644	10,764	80,964	11,686
2	Corporate Agents-Banks	9,975	1,317	12,315	1,957	9,975	1,317	12,315	1,957
3	Corporate Agents -Others	37,262	8,279	36,240	10,262	37,262	8,279	36,240	10,262
4	Brokers	155,848	30,047	194,837	36,962	155,848	30,047	194,837	36,962
5	Micro Agents	16	0	5	1	16	0	5	1
6	Direct Business	81,719	8,037	94,698	10,916	81,719	8,037	94,698	10,916
	Total (A)	363,464	58,444	419,059	71,783	363,464	58,444	419,059	71,783
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	363,464	58,444	419,059	71,783	363,464	58,444	419,059	71,783

Note:

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