

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-21

(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	201,320	23,155	107,962	13,406	598,350	72,172	410,578	55,141
2	Corporate Agents-Banks	8,412	1,313	12,440	1,786	36,560	4,969	49,176	6,948
3	Corporate Agents -Others	33,727	10,173	43,444	11,333	143,873	35,840	161,260	43,409
4	Brokers	231,158	35,119	280,916	33,492	834,552	129,559	899,351	144,584
5	Micro Agents	16	1	8	0	56	2	41	1
6	Direct Business	110,763	9,439	147,921	29,116	393,934	39,685	540,609	116,613
	Total (A)	585,396	79,200	592,691	89,134	2,007,325	282,228	2,061,015	366,696
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	585,396	79,200	592,691	89,134	2,007,325	282,228	2,061,015	366,696

Note:

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