

PERIODIC DISCLOSURES

FORM L-38 Business Acquisition through different channels (Individuals)

Insurer: IndiaFirst Life Insurance Co. Ltd. Date: 31-Dec-2016

(Rs in Lakhs)

Sl.No.	Business Acquisition through different channels (Individuals)								
	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	1619	319.95319	1555	234.70	4270	833.32546	4226	731.45
2	Corporate Agents-Banks	22613	9047.20081	19052	4456.66	63043	19823.47738	45158	11147.86
3	Corporate Agents -Others	1655	50.64079	0	0.00	1655	50.64079	0	0.00
4	Brokers	103	61.76542	369	57.96	343	122.0082	1169	154.42
5	Micro Agents	0	0	0	0.00	0	0	0	0.00
6	Direct Business	884	193.74359	883	166.93	2163	448.13857	2689	418.02
7	Common Service Centres(CSC)	734	21.21827	1	4.55	1959	48.50807	882	19.60
	Total (A)	27608	9694.52207	21860	4920.80	73433	21326.09847	54124	12471.34
1	Referral (B)								
	Grand Total (A+B)	27608	9694.52207	21860	4920.8	73433	21326.09847	54124	12471.34

Note:

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