

PERIODIC DISCLOSURES

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

Insurer: IndiaFirst Life Insurance Co. Ltd. Date: 30/09/2016

(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	1344	257.01783	1401	226.41161	2651	513.37227	2671	496.75
2	Corporate Agents-Banks	24145	6898.91374	15566	3817.42963	40430	10776.27657	26106	6691.20
3	Corporate Agents -Others	0	0	0	0	0	0	0	0.00
4	Brokers	44	19.85796	354	50.65302	240	60.24278	800	96.46
5	Micro Agents	666	14.70556	495	10.05881	1225	27.2898	881	17.64
6	Direct Business	922	164.9928	951	143.95855	1279	254.39498	1806	248.50
	Total (A)	27121	7355.48789	18767	4248.51162	45825	11631.5764	32264	7550.55
1	Referral (B)								
	Grand Total (A+B)	54242	14710.9758	37534	8497.02324	91650	23263.1528	64528	15101.09

Note:

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