

## PERIODIC DISCLOSURES

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

Insurer: IndiaFirst Life Insurance Co. Ltd. Date: 31/03/2017

(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	1915	448.41016	2379	461.0946	6185	1281.73562	6605	1192.54585
2	Corporate Agents-Banks	41279	18774.7507	35724	10624.17525	104322	38598.2281	80882	21772.031
3	Corporate Agents -Others	6059	154.44987	1	0.127	7714	205.09066	1	0.127
4	Brokers	149	87.59427	634	103.89701	492	209.60247	1803	258.31526
5	Micro Agents	0	0	0	0	0	0	0	0
6	Direct Business	1665	413.75539	1326	252.44966	3828	861.89396	4015	670.46947
7	CSC	1387	61.64243	814	22.10137	3346	110.1505	1696	41.69842
	Total (A)	52454	19940.6028	40878	11463.84489	125887	41266.70131	95002	23935.187
1	Referral (B)	0	0						
	Grand Total (A+B)	52454	19940.6028	40878	11463.84489	125887	41266.70131	95002	23935.187

Note:

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