

PERIODIC DISCLOSURES

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

Insurer: IndiaFirst Life Insurance Co. Ltd. Date: 30/09/2017

(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	1658	277.31879	1344	257.01783	2797	542.45609	2651	513.37227
2	Corporate Agents-Banks	29734	12896.4933	24145	6898.91374	52611	22675.04567	40430	10776.27657
3	Corporate Agents -Others	3864	137.93603	0	0	5885	195.32771	0	0
4	Brokers	301	210.56008	44	19.85796	503	304.53092	240	60.24278
5	Micro Agents	826	22.07202	666	14.70556	1406	43.54416	1225	27.2898
6	Direct Business	893	205.15029	922	164.9928	1718	390.73616	1279	254.39498
	Total (A)	37276	13749.5305	27121	7355.48789	64920	24151.64071	45825	11631.5764
1	Referral (B)								
	Grand Total (A+B)								

Note:

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