

## PERIODIC DISCLOSURES

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

Insurer: IndiaFirst Life Insurance Co. Ltd Date: 31st March 2020

*(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	1801	645.42	2098	667.06	6796	2,283.16	5798	1,616.85
2	Corporate Agents-Banks	39850	26,737.08	45494	25,794.49	134770	77,407.53	134733	64,652.14
3	Corporate Agents -Others	5626	1,357.41	884	419.51	16641	3,562.45	1603	683.97
4	Brokers	722	325.83	966	441.74	2559	1,144.08	4212	1,925.68
5	Micro Agents	0	0.00	0	0.00	0	0.00	0	0.00
6	Direct Business	3339	711.59	1661	248.52	10547	2,248.05	4398	950.67
7	Common Service Centres(CSC)	1152	20.38	7742	62.72	16583	125.54	27048	228.25
	<b>Total (A)</b>	<b>52490</b>	<b>29,797.71</b>	<b>58845</b>	<b>27,634.04</b>	<b>187896</b>	<b>86,770.80</b>	<b>177792</b>	<b>70,057.57</b>
1	Referral (B)								
	<b>Grand Total (A+B)</b>	<b>52490</b>	<b>29,797.71</b>	<b>58845</b>	<b>27,634.04</b>	<b>187896</b>	<b>86,770.80</b>	<b>177792</b>	<b>70,057.57</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