

## PERIODIC DISCLOSURES

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

Insurer: IndiaFirst Life Insurance Company Limited

Date: 30-Sep-12

*(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	2720	305.10	718	847.10	4976	656.06	1226	1,127.95
2	Corporate Agents-Banks	16210	4,472.17	16937	6,963.37	35945	8,535.23	31619	16,338.57
3	Corporate Agents -Others	2112	201.05	142	31.17	2623	302.00	145	31.37
4	Brokers	1	0.12			7	0.56		
5	Micro Agents								
6	Direct Business	309	17.34	169	5.79	661	44.53	206	7.52
	Total (A)	<b>21352</b>	<b>4,995.77</b>	<b>17966</b>	<b>7,847.43</b>	<b>44212</b>	<b>9,538.38</b>	<b>33196</b>	<b>17,505.41</b>
1	Referral (B)								
	Grand Total (A+B)	<b>21352</b>	<b>4,995.77</b>	<b>17966</b>	<b>7,847.43</b>	<b>44212</b>	<b>9,538.38</b>	<b>33196</b>	<b>17,505.41</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