

PERIODIC DISCLOSURES

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

Insurer: IndiaFirst Life Insurance Co. Ltd. Date: 30-Sep-14

(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	1753	228.8877	1845	269.61	3355	403.81285	4416	574.56
2	Corporate Agents-Banks	18473	2994.27616	11670	2652.36	29486	5732.06156	20560	5307.60
3	Corporate Agents -Others	0	0	0	0.00	0	0	0	0.00
4	Brokers	1498	107.44632	8	0.85	2945	212.13103	121	2.37
5	Micro Agents	314	4.47875	0	0.00	314	4.47875	0	0.00
6	Direct Business	1008	114.98358	890	63.23	2560	256.13696	1487	84.11
	Total (A)	23046	3450.07251	14413	2986.05	38660	6608.62115	26584	5968.64
1	Referral (B)								
	Grand Total (A+B)	23046	3450.07251	14413	2986.05	38660	6608.62115	26584	5968.64

Note:

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