

## PERIODIC DISCLOSURES

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

Insurer: IndiaFirst Life Insurance Co. Ltd Date: 31st December 2019

*(Rs in Lakhs)*

Business Acquisition through different channels (Individuals)									
Sl.No.	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	1543	523.01	1254	327.26	4995	1,637.74	3698	948.21
2	Corporate Agents-Banks	38911	21,131.74	30585	15,142.00	100627	50,789.99	81986	38,827.18
3	Corporate Agents -Others	1614	714.96	2151	119.50	5308	2,085.50	8088	421.62
4	Brokers	504	226.12	957	422.81	1837	818.25	3228	1,474.46
5	Micro Agents	0	0.00	0	0.00	0	0.00	0	0.00
6	Direct Business	4066	879.31	711	161.20	7208	1,536.46	2641	586.53
7	Common Service Centres(CSC)	854	7.97	5719	37.86	15431	105.16	19306	165.53
	<b>Total (A)</b>	<b>47492</b>	<b>23,483.11</b>	<b>41377</b>	<b>16,210.62</b>	<b>135406</b>	<b>56,973.10</b>	<b>118947</b>	<b>42,423.53</b>
1	Referral (B)								
	<b>Grand Total (A+B)</b>	<b>47492</b>	<b>23,483.11</b>	<b>41377</b>	<b>16,210.62</b>	<b>135406</b>	<b>56,973.10</b>	<b>118947</b>	<b>42,423.53</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