

FORM L-38-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)



IRDA Registration No.135 dated 19th December 2007

Ageas Federal Life Insurance Co Ltd. Registered Office: 22nd floor, A wing, Marathon Futurex, N M Joshi Marg, Lower Parel (E), Mumbai 400013. www.ageasfederal.com
Corporate Identity Number (CIN) – U66010MH2007PLC167164

Form L-38- Business Acquisition through different channels (Individuals) for the period 1st April 2020- 30th June 2021

(Rs in Lakhs)

	Channels	For the period ending 30th June 2021		For the period ending 30th June 2020		Up to the period ended 30th June 2021		Up to the period ended 30th June 2020	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	911	536.42	617	419.00	911	536.42	617	419.00
2	Corporate Agents-Banks	3,926	6,555.21	3,934	4,866.18	3,926	6,555.21	3,934	4,866.18
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	199	575.85	62	186.98	199	575.85	62	186.98
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	654	520.24	396	209.53	654	520.24	396	209.53
	Total (A)	5,690	8,187.71	5,009	5,681.69	5,690	8,187.71	5,009	5,681.69
1	Referral (B)								
	Grand Total (A+B)	5,690	8,187.71	5,009	5,681.69	5,690	8,187.71	5,009	5,681.69

Note:

1. Premium means amount of premium received from business acquired by the source
2. No of Policies stand for no. of policies sold
3. We have included POS channel business of Premium Rs.3.60 Lakhs and policy count 19 in Individual agent channel for current quarter