

PERIODIC DISCLOSURES

FORM L-37 Business Acquisition through different channels (Group)

Date:30.09.2020

Insurer: Aditya Birla Sun Life Insurance Co. Ltd. (Reg No : 109)

(Rs in Crores)

| Sl.No. | Business Acquisition through different channels (Group) | | | | | | | | | | | | |
|--------|---|---------------------------------|----------------------|---------------|---------------------------------|----------------------|---------------|---------------------------------|----------------------|-----------------|---------------------------------|----------------------|---------------|
| | | Quarter ended 30th Sep 2020 | | | Quarter ended 30th Sep 2019 | | | Year Ended 30th Sep 2020 | | | Year Ended 30th Sep 2019 | | |
| | Channels | No. of Policies/ No. of Schemes | No. of Lives Covered | Premium | No. of Policies/ No. of Schemes | No. of Lives Covered | Premium | No. of Policies/ No. of Schemes | No. of Lives Covered | Premium | No. of Policies/ No. of Schemes | No. of Lives Covered | Premium |
| 1 | Individual agents | 15 | 5,104 | 12.37 | 7 | 6,882 | 3.18 | 20 | 7,910 | 24 | 15 | 14,603 | 6 |
| 2 | Corporate Agents-Banks | - | 1,871 | (4.92) | - | 1,328 | 1.88 | - | 3,419 | (11) | 1 | 1,71,024 | 11 |
| 3 | Corporate Agents -Others | - | 1,53,015 | 29.11 | - | 3,35,357 | 25.25 | 1 | 1,72,538 | 42 | - | 4,44,456 | 34 |
| 4 | Brokers | 102 | 1,38,411 | 26.89 | 75 | 1,78,666 | 24.69 | 146 | 2,59,599 | 45 | 188 | 3,39,187 | 48 |
| 5 | Micro Agents | - | - | - | - | - | - | - | - | - | - | - | - |
| 6 | Direct Business | 57 | 96,769 | 556.70 | 64 | 2,75,626 | 436.26 | 142 | 1,95,699 | 1,108 | 121 | 5,37,744 | 580 |
| 7 | Common Service Centre | - | - | - | - | - | - | - | - | - | - | - | - |
| | Total(A) | 174 | 3,95,170 | 620.15 | 146 | 7,97,859 | 491.25 | 309 | 6,39,165 | 1,208.71 | 325 | 15,07,014 | 678.97 |
| 1 | Referral (B) | | | | | | | | | | | | |
| | Grand Total (A+B) | 174 | 3,95,170 | 620.15 | 146 | 7,97,859 | 491.25 | 309 | 6,39,165 | 1,208.71 | 325 | 15,07,014 | 678.97 |

Note:

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