

PERIODIC DISCLOSURES

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

Date: 30.09.20

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

(Rs. In Crores)

Sl.No.	Channels	Business Acquisition through different channels (Individuals)							
		Quarter ended September 30, 2020		Quarter ended September 30, 2019		Six months ended September 30, 2020		Six months ended September 30, 2019	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	26,867	185	38,665	187	52,515	316	67,888	346.19
2	Corporate Agents-Banks	32,858	255	24,539	209	57,818	440	42,557	351.65
3	Corporate Agents -Others	104	3	19	1	127	4	16	0.82
4	Brokers	10	5	137	8	23	5	588	18.63
5	Micro Agents	-	-	-	0	-	-	500	0.01
6	Direct Business	1,832	16	2,816	17	3,632	27	5,316	26.95
	Total (A)	61,671	463.81	66,176	421.87	114,115	791.73	116,865	744.24
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	61,671	463.81	66,176	421.87	114,115	791.73	116,865	744.24

Note:

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