

## PERIODIC DISCLOSURES

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

Date: 31.03.2021

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

(Rs. In Crores)

Sl.No.	Business Acquisition through different channels (Individuals)								
	Channels	Quarter ended March 31, 2021		Quarter ended March 31, 2020		Year ended March 31, 2021		Year ended March 31, 2020	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	37,890	349	35,918	243	119,617	875	139,065	795
2	Corporate Agents-Banks	36,967	346	33,192	270	128,178	1,094	106,631	905
3	Corporate Agents -Others	106	4	32	1	293	12	74	3
4	Brokers	80	0	23	3	116	6	709	27
5	Micro Agents	-	-	-	-	-	-	3,866	0
6	Direct Business	3,435	40	3,246	25	9,352	89	11,477	73
	Total (A)	78,478	740	72,411	542	257,556	2,077	261,822	1,803
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	78,478	740	72,411	542	257,556	2,077	261,822	1,803

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