

## PERIODIC DISCLOSURES

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

Date: 30.06.21

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 June 30, 2021		Quarter ended June 30, 2020		Three months ended June 30, 2021		Three months ended June 30, 2020	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	17,086	154	25,648	131	17,086	154	25,648	131
2	Corporate Agents-Banks	21,173	196	24,960	184	21,173	196	24,960	184
3	Corporate Agents -Others	44	2	23	1	44	2	23	1
4	Brokers	46	3	13	1	46	3	13	1
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	1,797	14	1,800	11	1,797	14	1,800	11
	Total (A)	40,146	369	52,444	328	40,146	369	52,444	328
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	40,146	369	52,444	328	40,146	369	52,444	328

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