

# PERIODIC DISCLOSURES

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

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

Date:30.06.2020

(Rs in Crores)

SL.No.	Business Acquisition through different channels (Group)												
		Quarter ended 30th June 2020			Quarter ended 30th June 2019			Year Ended 30th June 2020			Year Ended 30th June 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
	Individual agents	5	2,806	12.02	8	7,721	2.43	5	2,806	12	8	7,721	2
2	Corporate Agents-Banks	-	1,548	(5.85)	1	1,69,696	9.02	-	1,548	(6)	1	1,69,696	9
3	Corporate Agents -Others	1	19,523	13.17		1,09,099	8.55	1	19,523	13	-	1,09,099	9
4	Brokers	44	1,21,188	18.06	113	1,60,521	23.55	44	1,21,188	18	113	1,60,521	24
5	Micro Agents	-	-	-				-	-	-	-	-	-
6	Direct Business	85	98,930	551.16	57	2,62,118	144.17	85	98,930	551	57	2,62,118	144
7	Common Service Centre	-	-	-	-	-	-						
	<b>Total(A)</b>	<b>135</b>	<b>2,43,995</b>	<b>588.56</b>	<b>179</b>	<b>7,09,155</b>	<b>187.72</b>	<b>135</b>	<b>2,43,995</b>	<b>588.56</b>	<b>179</b>	<b>7,09,155</b>	<b>187.72</b>
1	Referral (B)												
	<b>Grand Total (A+B)</b>	<b>135</b>	<b>2,43,995</b>	<b>588.56</b>	<b>179</b>	<b>7,09,155</b>	<b>187.72</b>	<b>135</b>	<b>2,43,995</b>	<b>588.56</b>	<b>179</b>	<b>7,09,155</b>	<b>187.72</b>

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