

PERIODIC DISCLOSURES

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

Date: 30.06.20

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 June 30, 2020		Quarter ended June 30, 2019		Three months ended June 30, 2020		Three months ended June 30, 2019	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	25,648	131	29,223	159	25,648	131	29,223	159.33
2	Corporate Agents-Banks	24,960	184	18,018	143	24,960	184	18,018	142.87
3	Corporate Agents -Others	23	1	(3)	(0)	23	1	(3)	(0.01)
4	Brokers	13	1	451	10	13	1	451	10.19
5	Micro Agents	-	-	500	0	-	-	500	0.00
6	Direct Business	1,800	11	2,500	10	1,800	11	2,500	9.99
	Total (A)	52,444	327.92	50,689	322.37	52,444	327.92	50,689	322.37
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	52,444	327.92	50,689	322.37	52,444	327.92	50,689	322.37

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