

FORM L-38-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)



IRDA Registration No.135 dated 19th December 2007

IDBI Federal Life Insurance Co Ltd. Registered Office: 22nd floor, A wing, Marathon Futurex, N M Joshi Marg, Lower Parel (E), Mumbai 400013. www.idbifederal.com
Corporate Identity Number (CIN) – U66010MH2007PLC167164

Form L-38- Business Acquisition through different channels (Individuals) for the period 1st April 2018- 31st December 2018

(Rs in Lakhs)

	Channels	For the period ending 31st December 2018		For the period ending 31st December 2017		Up to the period ended 31st December 2018		Up to the period ended 31st December 2017	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	1,830	1,060.35	1,723	1,320.70	7,199	3,078.05	6,755	3,327.05
2	Corporate Agents-Banks	23,050	14,549.60	23,366	14,874.22	62,239	36,327.42	68,019	40,258.72
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	(3)	(2.22)	1,172	2,028.79	802	1,503.50	2,918	4,988.18
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	678	181.55	808	199.60	1,638	378.10	1,683	311.84
	Total (A)	25,555	15,789.28	27,069	18,423.32	71,878	41,287.06	79,375	48,885.79
1	Referral (B)								
	Grand Total (A+B)	25,555	15,789.28	27,069	18,423.32	71,878	41,287.06	79,375	48,885.79

Note:

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