

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 March 2019

(Rs in Lakhs)

	Channels	For the period ending 31st March 2019		For the period ending 31st March 2018		Up to the period ended 31st March 2019		Up to the period ended 31st March 2018	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	2,921	1,624.23	3,088	1,560.34	10,120	4,702.27	9,843	4,887.39
2	Corporate Agents-Banks	26,440	21,338.55	31,922	19,946.42	88,679	57,665.97	99,941	60,205.13
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	(3)	(1.52)	1,667	2,627.38	799	1,501.98	4,585	7,615.57
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	567	177.35	641	168.08	2,205	555.45	2,324	479.91
	Total (A)	29,925	23,138.61	37,318	24,302.21	101,803	64,425.67	116,693	73,188.00
1	Referral (B)								
	Grand Total (A+B)	29,925	23,138.61	37,318	24,302.21	101,803	64,425.67	116,693	73,188.00

Note:

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