

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)

Sl.No.	Business Acquisition through different channels (Group)												
	Channels	Current Quarter			Same Quarter Previous year			Up to the period			Same period of the previous year		
		No. of Policies/ No. of Schemes	No. of Lives Covered	Premium	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
1	Individual agents	0	0	1.30	1	-998	5.28	5	356	426.32	4	10414	16.26
2	Corporate Agents-Banks	3	337633	23.95	3	308801	65.02	7	953076	76.67	7	984704	194.97
3	Corporate Agents -Others	0	0	0.00	0	0	0.00	0	0	0.00	0	19	0.00
4	Brokers	0	27	0.00	0	-16	0.00	2	883	0.11	0	806	0.11
5	Micro Agents	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
6	Direct Business	50	72230	361.89	61	741322	479.99	172	49478	837.20	180	1378496	1,281.43
	Total(A)	53	409890	387.14	65	1049109	550.29	186	1003793	1,340.30	191	2374439	1,492.77
1	Referral (B)	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
	Grand Total (A+B)	53	409890	387.14	65	1049109	550.29	186	1003793	1,340.30	191	2374439	1,492.77

Note:

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