

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

Business Acquisition through different channels (Group)													
Sl.No.	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												
2	Corporate Agents-Banks	0	101403	3,321	6	40374	5,859	9	186808	4,560	11	76074	6,411
3	Corporate Agents -Others	3	26363	872	5	5745	129	11	69795	1,085	11	50409	207
4	Brokers	0	580	3	1	47137	-14	0	567	6	1	47139	61
5	Micro Agents												
6	Direct Business	27	37167	441	2	43936	1,013	32	78941	4,814	5	50662	1,033
	Total(A)	30	165513	4,636	14	137192	6,988	52	336111	10,464	28	224284	7,711
1	Referral (B)												
	Grand Total (A+B)	30	165513	4,636	14	137192	6,988	52	336111	10,464	28	224284	7,711

Note:

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