

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	No. of 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	1	104	8,474.16	1	10223	1.336995084	3	322	28,995.30	1	10353	1.41
2	Corporate Agents-Banks	4	52553	1,469.77	2	24881	81.86645335	4	86645	2,433.85	2	49733	93.62
3	Corporate Agents -Others	0	0	0.00	0	0	0	0	0	0.00	0	19	0.00
4	Brokers	2	911	11.07	0	824	0.086808353	2	865	10.97	0	826	0.11
5	Micro Agents	0	0	0.00	0	0	0	0	0	0.00	0	0	0.00
6	Direct Business	64	279196	15,904.44	47	272709	505.1174955	115	661420	23,832.32	76	407437	718.23
	Total(A)	71	332764	25,859.43	50	308637	588.41	124	749252	55,272.44	79	468368	813.37
1	Referral (B)	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
	Grand Total (A+B)	71	332764	25,859.43	50	308637	588.41	124	749252	55,272.44	79	468368	813.37

Note:

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