

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

<b>Business Acquisition through different channels (Group)</b>													
<b>Sl.No.</b>	<b>Channels</b>	<b>Current Quarter</b>			<b>Same Quarter Previous year</b>			<b>Up to the period</b>			<b>Same period of the previous year</b>		
		<b>No. of Policies/ No. of Schemes</b>	<b>No. of Lives Covered</b>	<b>Premium</b>	<b>Policies/ No. of Schemes</b>	<b>No. of Lives Covered</b>	<b>Premium</b>	<b>No. of Policies/ No. of Schemes</b>	<b>No. of Lives Covered</b>	<b>Premium</b>	<b>No. of Policies/ No. of Schemes</b>	<b>No. of Lives Covered</b>	<b>Premium</b>
1	Individual agents				0	0	1.30				5	356	426.32
2	Corporate Agents-Banks	0	195289	14,75,55,234.01	3	337633	23.95	5	900864	57,90,83,038.40	7	953076	76.67
3	Corporate Agents -Others	0	7	9,00,00,003.26	0	0	0.00	0	7	73,17,76,687.26	0	0	0.00
4	Brokers	0	0	0	0	27	0.00	0	3	-2,606.01	2	883	0.11
5	Micro Agents	0	0	0	0	0	0.00	0	0	0.00	0	0	0.00
6	Direct Business	9	169925	3,86,16,17,001.25	50	72230	361.89	38	2526652	11,07,67,80,619.94	172	49478	837.20
	Total(A)				53	409890	387.14				186	1003793	1,340.30
1	Referral (B)				0	0	0.00				0	0	0.00
	Grand Total (A+B)	9	365221	4,09,91,72,238.52	53	409890	387.14	43	3427526	12,38,76,37,739.59	186	1003793	1,340.30

Note:

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