

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. | 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 | 9 | 85405 | 1,239.54 | 5 | 35700 | 551.38 | 9 | 85405 | 1,239.54 | 5 | 35700 | 551.38 |
| 3 | Corporate Agents -Others | 8 | 43432 | 212.43 | 6 | 44664 | 77.27 | 8 | 43432 | 212.43 | 6 | 44664 | 77.27 |
| 4 | Brokers | 0 | -13 | 2.95 | 0 | 2 | 74.89 | 0 | -13 | 2.95 | 0 | 2 | 74.89 |
| 5 | Micro Agents | | | | | | | | | | | | |
| 6 | Direct Business | 5 | 41774 | 4,372.98 | 3 | 6726 | 19.84 | 5 | 41774 | 4,372.98 | 3 | 6726 | 19.84 |
| | Total(A) | 22 | 170598 | 5,827.90 | 14 | 87092 | 723.38 | 22 | 170598 | 5,827.90 | 14 | 87092 | 723.38 |
| 1 | Referral (B) | | | | | | | | | | | | |
| | Grand Total (A+B) | 22 | 170598 | 5,827.90 | 14 | 87092 | 723.38 | 22 | 170598 | 5,827.90 | 14 | 87092 | 723.38 |

Note:

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