

## PERIODIC DISCLOSURES

### FORM L-38 Business Acquisition through different channels (Individuals)

Insurer:  Date: 14-Jun-18

*(Rs in Lakhs)*

Business Acquisition through different channels (Individuals)									
Sl.No.	Channels	Current Quarter		Same quarter Previous Year		Up to the period		Same period of the previous year	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	4,429	404	1,915	448	8,766	1,199	6,185	1,282
2	Corporate Agents-Banks	45,567	20,547	41,279	18,775	1,29,021	56,813	1,04,322	38,598
3	Corporate Agents -Others	4,270	157	6,059	154	13,767	466	7,714	205
4	Brokers	923	403	149	88	1,983	948	492	210
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	2,295	428	1,665	414	5,118	1,073	3,828	862
7	Common Service Centres(CSC)	16,414	116	1,387	62	24,214	209	3,346	110
	Total (A)	73,898	22,056	52,454	19,941	1,82,869	60,709	1,25,887	41,267
1	Referral (B)								
	Grand Total (A+B)	73,898	22,056	52,454	19,941	1,82,869	60,709	1,25,887	41,267

Note:

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