

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/<br>No. of Schemes | No. of Lives<br>Covered | Premium     | Policies/ No.<br>of Schemes | No. of Lives<br>Covered | Premium  | No. of Policies/<br>No. of Schemes | No. of Lives<br>Covered | Premium    | No. of Policies/<br>No. of Schemes | No. of Lives<br>Covered | Premium  |
| 1   | Individual agents        | 0                                  | 18375                   | 148368611.9 | 2                           | 218                     | 20521.14 | 0                                  | 18375                   | 148368612  | 2                                  | 218                     | 20521.14 |
| 2   | Corporate Agents-Banks   | 0                                  | 0                       | 0           | 0                           | 34092                   | 964.08   | 0                                  | 0                       | 0          | 0                                  | 34092                   | 964.08   |
| 3   | Corporate Agents -Others | 0                                  | 0                       | 0           | 0                           | 0                       | 0        | 0                                  | 0                       | 0          | 0                                  | 0                       | 0        |
| 4   | Brokers                  | 0                                  | 3                       | -2606.01    | 0                           | -46                     | -0.1     | 0                                  | 3                       | -2606.01   | 0                                  | -46                     | -0.1     |
| 5   | Micro Agents             | 0                                  | 0                       | 0           | 0                           | 0                       | 0        | 0                                  | 0                       | 0          | 0                                  | 0                       | 0        |
| 6   | Direct Business          | 18                                 | 1514116                 | 1491232070  | 51                          | 382224                  | 7927.88  | 18                                 | 1514116                 | 1491232070 | 51                                 | 382224                  | 7927.88  |
|   | Total(A)                 | 18                                 | 1532494                 | 1639598076  | 53                          | 416488                  | 29413    | 18                                 | 1532494                 | 1639598076 | 53                                 | 416488                  | 29413    |
| 1   | Referral (B)             | 0                                  | 0                       | 0           | 0                           | 0                       | 0        | 0                                  | 0                       | 0          | 0                                  | 0                       | 0        |
|   | Grand Total (A+B)        | 18                                 | 1532494                 | 1639598076  | 53                          | 416488                  | 29413    | 18                                 | 1532494                 | 1639598076 | 53                                 | 416488                  | 29413    |

Note:

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