

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	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	10223	134	0	0	0	1	10353	141	0	0	0
2	Corporate Agents-Banks	2	24881	8,187	0	101403	3,321	2	49733	9,362	9	186808	4,560
3	Corporate Agents -Others	0	0	0	3	26363	872	0	19	0	11	69795	1,085
4	Brokers	0	824	9	0	580	3	0	826	11	0	567	6
5	Micro Agents	0	0	0	0	0	0	0	0	0	0	0	0
6	Direct Business	47	272709	50,512	27	37167	441	76	407437	71,823	32	78941	4,814
	Total(A)	50	308637	58,841	30	165513	4,636	79	468368	81,337	52	336111	10,464
1	Referral (B)	0	0	0.00	0	0	0.00	0	0	0	0	0	0
	Grand Total (A+B)	50	308637	58,841	30	165513	4,636	79	468368	81,337	52	336111	10,464

Note:

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