

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

Sl.No.	Business Acquisition through different channels (Group)												
	Channels	For the quarter 30.06.14			Up to the Period 30.06.14			For the quarter 30.06.13			Up to the Period 30.06.13		
		No. of Policies/	No. of Lives	Premium (Rs crore)	No. of Policies/	No. of Lives	Premium (Rs crore)	No. of Policies/	No. of Lives	Premium (Rs crore)	No. of Policies/	No. of Lives	Premium (Rs crore)
1	Individual agents	1	105	0.01	1	105	0.01						
2	Corporate Agents-Banks	-	-	-	-	-	-	-	-	-	-	-	-
3	Corporate Agents -Others	-	66271	14.16	-	66271	14.16	9	246794	28.89	9	246794	28.89
4	Brokers	1	367	0.02	1	367	0.02	-	90	0.00	-	90	0.00
5	Micro Agents	-	-	-	-	0	-	-	-	-	-	-	-
6	Direct Business	8	216477	8.77	8	216477	8.77	8	123701	2.20	8	123701	2.20
	Total(A)	10	283220	22.97	10	283220	22.97	17	370585	31.09	17	370585	31.09
1	Referral (B)												
	Grand Total (A+B)	10	283220	22.97	10	283220	22.97	17	370585	31.09	17	370585	31.09

Note:

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