

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

Sl.No.	Channels	Business Acquisition through different channels (Group)											
		For the quarter 30.06.17			Upto the Period 30.06.17			For the quarter 30.06.16			Upto the Period 30.06.16		
		No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (Rs crore)	No. of Policies/ No. of	No. of Lives Covered	Premium (Rs crore)	No. of Policies/ No. of	No. of Lives Covered	Premium (Rs crore)	No. of Policies/ No. of	No. of Lives Covered	Premium (Rs crore)
1	Individual agents	-	-	-	-	-	-						
2	Corporate Agents-Banks	-	-	-	-	-	-						
3	Corporate Agents -Others	8	144103	41.09	8	144103	41.09	5	104882	30.53	5	104882	30.53
4	Brokers	24	156063	3.52	24	156063	3.52	8	156195	6.57	8	156195	6.57
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	29	2048559	43.06	29	2048559	43.06	13	10241275	55.00	13	10241275	55.00
	Total(A)	61	2348725	87.68	61	2348725	87.68	26	10502352	92.09	26	10502352	92.09
1	Referral (B)												
	Grand Total (A+B)	61	2348725	87.68	61	2348725	87.68	26	10502352	92.09	26	10502352	92.09

Note:

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