

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

Sl.No.	Business Acquisition through different channels (Group)												
	Channels	For the Quarter ended 31.03.18			Year Ended 31.03.18			For the Quarter ended 31.03.17			Year Ended 31.03.17		
		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 Schemes	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	0.00
3	Corporate Agents -Others	2	222,117	72.05	16	680461	202.14	11	118680	32.24	33	367734	96.02
4	Brokers	2	148,141	1.77	44	534445	8.20	8	194009	5.47	31	646605	24.31
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	12	1,190,286	34.68	66	5179444	134.72	35	1371165	48.87	107	21083522	182.58
	Total(A)	16	1560544	108.51	126	6394350	345.06	54	1683854	86.57	171	22097864	302.91
1	Referral (B)												
	Grand Total (A+B)	16	1560544	108.51	126	6394350	345.06	54	1683854	86.57	171	22097864	302.91

Note:

1. Premium means amount of premium received from business acquired by the source

2. No. of Policies stand for no. of policies sold