

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

Sl.No.	Channels	Business Acquisition through different channels (Group)											
		For the quarter 31.03.19			For the Year 31.03.19			For the quarter 31.03.18			For the Year 31.03.18		
		No. of Policies/ No. of Schemes	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 Schemes	No. of Lives Covered	Premium (Rs crore)	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (Rs crore)
1	Individual agents	-	-	-	-	-	-	-	-	-	-	-	-
2	Corporate Agents-Banks	-	3.00	0.00	-	5	0.02	-	-	-	-	-	-
3	Corporate Agents -Others	-	128286	33.52	1	537489	137.60	2	222117	72.05	16	680461	202.14
4	Brokers	2.00	211578	2.43	2	593130	5.50	2	148141	1.77	44	534445	8.20
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	9	698509	48.80	37	3210605	162.52	12	1190286	34.68	66	5179444	134.72
	<b>Total(A)</b>	<b>11</b>	<b>1038376</b>	<b>84.74</b>	<b>40</b>	<b>4341229</b>	<b>305.63</b>	<b>16</b>	<b>1560544</b>	<b>108.51</b>	<b>126</b>	<b>6394350</b>	<b>345.06</b>
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>11</b>	<b>1038376</b>	<b>84.74</b>	<b>40</b>	<b>4341229</b>	<b>305.63</b>	<b>16</b>	<b>1560544</b>	<b>108.51</b>	<b>126</b>	<b>6394350</b>	<b>345.06</b>

Note:

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

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