

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

Sl.No.	Channels	Business Acquisition through different channels (Group)											
		For the quarter 30.06.19			For the quarter 30.06.19			For the quarter 30.06.18			For the quarter 30.06.18		
		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	-	1.00	0.00	-	1.00	0.00	-	-	-	-	-	-
3	Corporate Agents -Others	-	111035	24.68	-	111035	24.68	-	159426	38.53	-	159426	38.53
4	Brokers	-	36394	0.35	-	36394	0.35	-	118462	0.98	-	118462	0.98
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	8	517029	26.83	8	517029	26.83	7	834782	28.00	7	834782	28.00
	Total(A)	8	664459	51.86	8	664459	51.86	7	1112670	67.51	7	1112670	67.51
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	8	664459	51.86	8	664459	51.86	7	1112670	67.51	7	1112670	67.51

Note:

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

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