

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

Sl.No.	Channels	Business Acquisition through different channels (Group)											
		For the quarter ended 30.09.2020			For the period ended 30.09.2020			For the quarter ended 30.09.2019			For the period ended 30.09.2019		
		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
3	Corporate Agents -Others	1	414827	15.66	1	423197	17.21	-	133197	26.87	-	244232	51.56
4	Brokers	1	2898	0.19	1	2899	0.19	-	47913	0.42	-	84307	0.77
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	5	464269	20.87	7	575503	26.65	6	610146	23.87	14	1127175	50.69
	Total(A)	7	881994	36.71	9	1001599	44.05	6	791256	51.16	14	1455715	103.02
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	7	881994	36.71	9	1001599	44.05	6	791256	51.16	14	1455715	103.02

Note:

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