

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

Sl.No.	Channels	Business Acquisition through different channels (Group)											
		For the quarter ended 30.06.2020			For the quarter ended 30.06.2020			For the quarter ended 30.06.2019			For the quarter ended 30.06.2019		
		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	0.00	-	1.00	0.00
3	Corporate Agents -Others	-	8370	1.55	-	8370	1.55	-	111035	24.68	-	111035	24.68
4	Brokers	-	1	0.00	-	1	0.00	-	36394	0.35	-	36394	0.35
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	2	111234	5.78	2	111234	5.78	8	517029	26.83	8	517029	26.83
	<b>Total(A)</b>	<b>2</b>	<b>119605</b>	<b>7.33</b>	<b>2</b>	<b>119605</b>	<b>7.33</b>	<b>8</b>	<b>664459</b>	<b>51.86</b>	<b>8</b>	<b>664459</b>	<b>51.86</b>
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>2</b>	<b>119605</b>	<b>7.33</b>	<b>2</b>	<b>119605</b>	<b>7.33</b>	<b>8</b>	<b>664459</b>	<b>51.86</b>	<b>8</b>	<b>664459</b>	<b>51.86</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