

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

Sl.No.	Business Acquisition through different channels (Group)												
	Channels	For the quarter 30.06.13			Up to the Period 30.06.13			For the quarter 30.06.12			Up to the period 30.06.12		
		No. of Policies/	No. of Lives	Premium (Rs crore)	No. of Policies/	No. of Lives	Premium (Rs crore)	No. of Policies/	No. of Lives	Premium (Rs crore)	No. of Policies/	No. of Lives	Premium (Rs crore)
1	Individual agents												
2	Corporate Agents-Banks	-	-	-	-	-	-	1	31.00	0.00	1	31.00	0.00
3	Corporate Agents -Others	9	246794	28.89	9	246794	28.89	-	106461	21.82	-	106461	21.82
4	Brokers	-	90	0.00	-	90	0.00	11	90780	1.81	11	90780	1.81
5	Micro Agents							9	199	0.00	9	199	0.00
6	Direct Business	8	123701	2.20	8	123701	2.20	1	24008	0.43	1	24008	0.43
	Total(A)	17	370585	31.09	17	370585	31.09	22	221479	24.06	22	221479	24.06
1	Referral (B)												
	Grand Total (A+B)	17	370585	31.09	17	370585	31.09	22	221479	24.06	22	221479	24.06

Note:

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