

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

| Sl.No. | Channels | Business Acquisition through different channels (Group) | | | | | | | | | | | |
|--------|--------------------------|---|----------------------|--------------------|---------------------------------|----------------------|--------------------|---------------------------------|----------------------|--------------------|---------------------------------|----------------------|--------------------|
| | | For the Quarter 31.03.17 | | | Year Ended 31st March '17 | | | For the Quarter 31.03.16 | | | Year Ended 31st March '16 | | |
| | | 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 | - | - | - | - | - | - | - | - | - | - | 37 | 0.00 |
| 2 | Corporate Agents-Banks | - | - | - | - | 3 | 0 | - | - | - | - | - | - |
| 3 | Corporate Agents -Others | 11 | 118680 | 32.24 | 33 | 367734 | 96 | 6 | 185518 | 52.20 | 17 | 556600 | 143.80 |
| 4 | Brokers | 8 | 194009 | 5.47 | 31 | 646605 | 24 | 10 | 152821 | 7.15 | 52 | 531976 | 22.37 |
| 5 | Micro Agents | - | - | - | - | - | - | - | - | - | - | - | - |
| 6 | Direct Business | 35 | 1371165 | 48.87 | 107 | 21083522 | 183 | 16 | 4545339 | 63.64 | 76 | 7637890 | 132.08 |
| | Total(A) | 54 | 1683854 | 86.57 | 171 | 22097864 | 302.91 | 32 | 4883678 | 123.00 | 145 | 8726503 | 298.25 |
| 1 | Referral (B) | - | - | - | - | - | - | - | - | - | - | - | - |
| | Grand Total (A+B) | 54 | 1683854 | 86.57 | 171 | 22097864 | 302.91 | 32 | 4883678 | 123.00 | 145 | 8726503 | 298.25 |

Note:

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