

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

Sl.No.	Business Acquisition through different channels (Group)												
	Channels	For the quarter 30.09.17			Up to The Period 30.09.17			For the quarter 30.09.16			Up to The Period 30.09.16		
		No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (Rs crore)	No. of Policies/ No. of	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	No. of Lives Covered	Premium (Rs crore)
1	Individual agents	-	-	-	-	-	-	-	-	-	-		
2	Corporate Agents-Banks	-	1	0.00	-	1	0.00	-	3	0.00	-	3.00	0.00
3	Corporate Agents -Others	6	136778	36.58	14	280881	77.68	6	70082	16.25	11	174964	46.78
4	Brokers	9	97792	1.23	33	253855	4.76	12	164303	6.89	20	320498	13.46
5	Micro Agents	-	-	-	-	-	-						
6	Direct Business	13	942916	30.27	42	2991475	73.33	41	25453946	48.30	54	35695221	103.29
	Total(A)	28	1177487	68.09	89	3526212	155.77	59	25688334	71.44	85	36190686	163.53
1	Referral (B)												
	Grand Total (A+B)	28	1177487	68.09	89	3526212	155.77	59	25688334	71.44	85	36190686	163.53

Note:

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

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