

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

Sl.No.	Business Acquisition through different channels (Group)												
	Channels	For the quarter 31.12.17			Up to The Period 31.12.17			For the quarter 31.12.16			Up to The Period 31.12.16		
		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	-	2	0.00	-	-	-	-	3.00	0.00
3	Corporate Agents -Others	-	177463	52.42	14	458344	130.09	11	74090	17.01	22	249054	63.79
4	Brokers	9	132449	1.67	42	386304	6.43	3	132098	5.38	23	452596	18.84
5	Micro Agents				-	-	-	-	-	-	-	0	-
6	Direct Business	12	997683	26.70	54	3989158	100.03	18	2362245	30.42	72	19712357	133.71
	Total(A)	21	1307596	80.79	110	4833808	236.56	32	2568433	52.81	117	20414010	216.34
1	Referral (B)												
	Grand Total (A+B)	21	1307596	80.79	110	4833808	236.56	32	2568433	52.81	117	20414010	216.34

Note:

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

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