

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

Sl.No.	Channels	Business Acquisition through different channels (Group)											
		For the quarter 30.06.18			Upto the Period 30.06.18			For the quarter 30.06.17			Upto the Period 30.06.17		
		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	-	-	-	-	-	-	-	-	-	-	-	-
3	Corporate Agents -Others	-	159426	38.53	-	159426	38.53	8	144103	41.09	8	144103	41.09
4	Brokers	-	118462	0.98	-	118462	0.98	24	156063	3.52	24	156063	3.52
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	7	834782	28.00	7	834782	28.00	29	2048559	43.06	29	2048559	43.06
	<b>Total(A)</b>	<b>7</b>	<b>1112670</b>	<b>67.51</b>	<b>7</b>	<b>1112670</b>	<b>67.51</b>	<b>61</b>	<b>2348725</b>	<b>87.68</b>	<b>61</b>	<b>2348725</b>	<b>87.68</b>
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>7</b>	<b>1112670</b>	<b>67.51</b>	<b>7</b>	<b>1112670</b>	<b>67.51</b>	<b>61</b>	<b>2348725</b>	<b>87.68</b>	<b>61</b>	<b>2348725</b>	<b>87.68</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