

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

Sl.No.	Channels	Business Acquisition through different channels (Group)											
		For the quarter 30.09.18			Upto the Period 30.09.18			For the quarter 30.09.17			Upto the Period 30.09.17		
		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	-	2.00	0.01	-	2	0.01	-	1.00	0.00	-	1.00	0.00
3	Corporate Agents -Others	1.00	175316	46.50	1	334742	85.03	6	136778	36.58	14	280881	77.68
4	Brokers	-	81130	0.64	-	199592	1.62	9	97792	1.23	33	253855	4.76
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	10	1003136	34.40	17	1837918	62.40	13	942916	30.27	42	2991475	73.33
	Total(A)	11	1259584	81.56	18	2372254	149.07	28	1177487	68.09	89	3526212	155.77
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	11	1259584	81.56	18	2372254	149.07	28	1177487	68.09	89	3526212	155.77

Note:

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