

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

Sl.No.	Channels	Business Acquisition through different channels (Group)											
		For the quarter 31.12.18			Upto the Period 31.12.18			For the quarter 31.12.17			Upto the Period 31.12.17		
		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	0.01	-	1.00	0.00	-	2.00	0.00
3	Corporate Agents -Others	-	74461	19.05	1	409203	104.08	-	177463	52.42	14	458344	130.09
4	Brokers	-	181960	1.45	-	381552	3.07	9	132449	1.67	42	386304	6.43
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	11	674178	51.32	28	2512096	113.72	12	997683	26.70	54	3989158	100.03
	<b>Total(A)</b>	<b>11</b>	<b>930599</b>	<b>71.82</b>	<b>29</b>	<b>3302853</b>	<b>220.88</b>	<b>21</b>	<b>1307596</b>	<b>80.79</b>	<b>110</b>	<b>4833808</b>	<b>236.56</b>
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>11</b>	<b>930599</b>	<b>71.82</b>	<b>29</b>	<b>3302853</b>	<b>220.88</b>	<b>21</b>	<b>1307596</b>	<b>80.79</b>	<b>110</b>	<b>4833808</b>	<b>236.56</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