

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

Sl.No.	Channels	Business Acquisition through different channels (Group)											
		For the quarter 30.09.19			For the Period 30.09.19			For the quarter 30.09.18			For the Period 30.09.18		
		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	-	-	-	-	1.00	0.00	-	2.00	0.01	-	2.00	0.01
3	Corporate Agents -Others	-	133197	26.87	-	244232	51.56	1	175316	46.50	1	334742	85.03
4	Brokers	-	47913	0.42	-	84307	0.77	-	81130	0.64	-	199592	1.62
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	6	610146	23.87	14	1127175	50.69	10	1003136	34.40	17	1837918	62.40
	Total(A)	6	791256	51.16	14	1455715	103.02	11	1259584	81.56	18	2372254	149.07
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	6	791256	51.16	14	1455715	103.02	11	1259584	81.56	18	2372254	149.07

Note:

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