

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

Sl.No.	Channels	Business Acquisition through different channels (Group)											
		For the quarter 31.12.19			For the Period 31.12.19			For the quarter 31.12.18			For the Period 31.12.18		
		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	-	-	0.00	-	2.00	0.01
3	Corporate Agents -Others	-	140582	22.87	-	384814	74.43	-	74461	19.05	1	409203	104.08
4	Brokers	-	124246	1.54	-	208553	2.31	-	181960	1.45	-	381552	3.07
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	1	880527	28.32	15	2007702	79.01	11	674178	51.32	28	2512096	113.72
	Total(A)	1	1145355	52.73	15	2601070	155.75	11	930599	71.82	29	3302853	220.88
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	1	1145355	52.73	15	2601070	155.75	11	930599	71.82	29	3302853	220.88

Note:

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

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