

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

| Sl.No. | Channels | Business Acquisition through different channels (Group) | | | | | | | | | | | |
|--------|--------------------------|---|-------------------------|-----------------------|------------------------------------|-------------------------|-----------------------|------------------------------------|-------------------------|-----------------------|------------------------------------|-------------------------|-----------------------|
| | | For the quarter ended 31.12.2020 | | | For the period ended 31.12.2020 | | | For the quarter ended 31.12.2019 | | | For the period ended 31.12.2019 | | |
| | | 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 | - | - | - | - | - | - | - | - | 0.00 | - | 1.00 | 0.00 |
| 3 | Corporate Agents -Others | - | 292046 | 24.49 | 1.00 | 715243 | 41.69 | - | 140582 | 22.87 | - | 384814 | 74.43 |
| 4 | Brokers | 31.00 | 192406 | 6.10 | 32.00 | 195305 | 6.29 | - | 124246 | 1.54 | - | 208553 | 2.31 |
| 5 | Micro Agents | - | - | - | - | - | - | - | - | - | - | - | - |
| 6 | Direct Business | 52 | 2335573 | 96.16 | 59 | 2911076 | 122.81 | 1 | 880527 | 28.32 | 15 | 2007702 | 79.01 |
| | Total(A) | 83 | 2820025 | 126.75 | 92 | 3821624 | 170.80 | 1 | 1145355 | 52.73 | 15 | 2601070 | 155.75 |
| 1 | Referral (B) | - | - | - | - | - | - | - | - | - | - | - | - |
| | Grand Total (A+B) | 83 | 2820025 | 126.75 | 92 | 3821624 | 170.80 | 1 | 1145355 | 52.73 | 15 | 2601070 | 155.75 |

Note:

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