

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

Sl.No.	Business Acquisition through different channels (Group)												
	Channels	For the quarter ended 31.03.2021			For the period ended 31.03.2021			For the quarter ended 31.03.2020			For the period ended 31.03.2020		
		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
3	Corporate Agents -Others		325862	40.93	1	1041105	82.62	-	129439	22.16	-	514253	96.59
4	Brokers	40	162961	8.30	72	358266	14.60	-	43222	0.38	-	251775	2.69
5	Micro Agents							-	-	-	-	-	-
6	Direct Business	15	1570458	97.46	74	4481534	220.27	3	934932	36.06	18	2942634	115.07
	Total(A)	55	2059281	146.69	147	5880905	317.49	3	1107593	58.60	18	3708663	214.35
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	55	2059281	146.69	147	5880905	317.49	3	1107593	58.60	18	3708663	214.35

Note:

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

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