

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

Sl.No.	Channels	Business Acquisition through different channels (Group)											
		For the quarter ended 30.06.2021			For the period ended 30.06.2021			For the quarter ended 30.06.2020			For the period ended 30.06.2020		
		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	-	-	-	-	-	-	-	-	-	-	-	-
3	Corporate Agents -Others	-	79,944	9.95	-	79,944	10	-	8,370	1.55	-	8,370	1.55
4	Brokers	49	107,170	24.72	49	107,170	25	-	1	-	-	1	-
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	8	313,074	19.55	8	313,074	20	2	111,234	5.78	2	111,234	5.78
	Total(A)	57	500188	54.23	57	500188	54.23	2	119605	7.33	2	119605	7.33
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	57	500188	54.23	57	500188	54.23	2	119605	7.33	2	119605	7.33

Note:

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

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