

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 30.09.2018

Business Acquisition through different channels (Group) ***													
Sl.No.	Channels	Current Quarter (01.07.2018 to 30.09.2018)			Same Quarter Previous year(01.07.2017 to 30.09.2017)			Up to the period 30.09.2018			Same period of the previous year		
		No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (IN CRS)	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (IN CRS)	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (IN CRS)	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (IN CRS)
1	Individual agents	684	294581	593.23	747	340732	225.18	1111	504176	840.22	1423	747670	355.96
2	Corporate Agents-Banks	58	3559	0.84	29	918	0.75	71	16053	1.33	60	2294	0.98
3	Corporate Agents -Others	7	926	0.96	7	889	0.82	14	2120	2.23	10	1820	1.93
4	Brokers	5	5247	4.78	2	380	0.14	14	6260	11.87	9	4923	4.29
5	Micro Agents	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
6	Direct Business	6616	18507224	26339.02	5071	4338640	31954.89	10479	21591543	42247.64	10566	10293805	46801.66
	Total(A)	7370	18811537	26938.83	5856	4681559	32181.78	11689	22120152	43103.29	12068	11050512	47164.82
1	Referral (B)	0	0	0.00	0	0	0	0	0	0.00	0	0	0.00
	Grand Total (A+B)	7370	18811537	26938.83	5856.00	4681559.00	32181.78	11689	22120152	43103.29	12068.00	11050512.00	47164.82

Note:

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