

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 31.12.2017

Business Acquisition through different channels (Group) ***													
Sl.No.	Channels	Current Quarter (01.10.2017 to 31.12.2017 )			Same Quarter Previous year			Up to the period			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	1296	234119	91.40	1013	281835	120.51	2719	981789	447.36	2428	982717	1195.55
2	Corporate Agents-Banks	40	1786	0.08	11	678	0.27	100	4080	1.07	26	1312	0.27
3	Corporate Agents -Others	7	2154	2.02	1	1009	0.97	17	3974	3.95	4	2956	3.02
4	Brokers	3	174	9.00	18	1216	1.95	12	5097	13.29	40	8878	3.60
5	Micro Agents	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
6	Direct Business	6231	20805236	15725.98	6060	16133901	13605.87	16797	31099041	62527.64	16778	35724775	50174.70
	Total(A)	7577	21043469	15828.48	7103	16418639	13729.57	19645	32093981	62993.31	19276	36720638	51377.14
1	Referral (B)	0	0	0.00	0	0	0	0	0	0.00	0	0	0.00
	Grand Total (A+B)	7577	21043469	15828.48	7103	16418639	13729.57	19645	32093981	62993.31	19276	36720638	51377.14

Note:

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