

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 30.09.2017

Business Acquisition through different channels (Group) ***													
Sl.No.	Channels	Current Quarter (01.07.2017 to 30.09.2017)			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	747	340732	225.18	806	372368	650.98	1423	747670	355.96	1415	700882	1075.04
2	Corporate Agents-Banks	29	918	0.75	15	634	0.00	60	2294	0.98	15	634	0.00
3	Corporate Agents -Others	7	889	0.82	3	1902	2.01	10	1820	1.93	3	1947	2.05
4	Brokers	2	380	0.14	5	3374	0.98	9	4923	4.29	22	7662	1.65
5	Micro Agents	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
6	Direct Business	5071	4338640	31954.89	5562	7161407	21651.27	10566	10293805	46801.66	10718	19590874	36568.83
	Total(A)	5856	4681559	32181.78	6391	7539685	22305.24	12068	11050512	47164.82	12173	20301999	37647.57
1	Referral (B)	0	0	0.00	0	0	0	0	0	0.00	0	0	0.00
	Grand Total (A+B)	5856	4681559	32181.78	6391	7539685	22305.24	12068	11050512	47164.82	12173	20301999	37647.57

Note:

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