

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 31.03.2013

Business Acquisition through different channels (Group) ***													
Sl.No.	Channels	Current Quarter (01.01.2013 to 31.03.2013)			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	1804	3599555	473.98	2245	4007288	1095.31	7126	11395944	1076.99	6730	8380881	1712.10
2	Corporate Agents-Banks	26	14101	1.93	324	105960	6.76	332	58658	5.61	589	158964	139.56
3	Corporate Agents -Others	55	3368	1.52	397	24555	1.71	294	825159	4.59	543	89626	9.01
4	Brokers	7	884	1.35	16	17583	8.92	27	8316	5.88	196	100656	25.68
5	Micro Agents	0	0	0	0	0	0.00	0	0	0	0	0	0.00
6	Direct Business	6319	13045074	11814.23	5043	9630279	11061.68	18412	31396893	33460.76	17956	29125975	37167.03
	Total(A)	8211	16662982	12293.01	8025	13785665	12174.38	26191	43684970	34553.83	26014	37856102	39053.38
1	Referral (B)	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
	Grand Total (A+B)	8211	16662982	12293.01	8025	13785665	12174.38	26191	43684970	34553.83	26014	37856102	39053.38

Note:

1. Premium means amount of premium received from business acquire
2. No of Policies stand for no. of policies sold