

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 31.12.2018

Business Acquisition through different channels (Group) ***													
Sl.No	Channels	Current Quarter (01.10.2018 to 31.12.2018)			Same Quarter Previous year(01.10.2017 to 31.12.2017)			Up to the period 31.12.2018			Same period of the previous year		
		No. of Policies/ No. of	No. of Lives Covered	Premium (IN CRS)	No. of Policies/ No. of	No. of Lives Covered	Premium (IN CRS)	No. of Policies/ No. of	No. of Lives Covered	Premium (IN CRS)	No. of Policies/ No. of	No. of Lives Covered	Premium (IN CRS)
1	Individual agents	1503	1186328	80.21	1296	234119	91.40	2614	1690504	920.44	2719	981789	447.36
2	Corporate Agents-Banks	104	18230	25.55	40	1786	0.08	175	34283	26.88	100	4080	1.07
3	Corporate Agents -Others	21	29394	0.03	7	2154	2.02	35	31514	2.26	17	3974	3.95
4	Brokers	25	3294	0.10	3	174	9.00	39	9554	11.97	12	5097	13.29
5	Micro Agents	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
6	Direct Business	7395	20659200	17453.80	6231	20805236	15725.98	17874	42250743	59701.43	16797	31099041	62527.64
	Total(A)	9048	21896446	17559.69	7577	21043469	15828.48	20737	44016598	60662.98	19645	32093981	62993.31
1	Referral (B)	0	0	0.00	0	0	0	0	0	0.00	0	0	0.00
	Grand Total (A+B)	9048	21896446	17559.69	7577.00	21043469.00	15828.48	20737	44016598	60662.98	19645.00	32093981.00	62993.31

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