

## Business Acquisition through different channels (Group) \*\*\*

Sl.No.	Channels	Current Quarter (01.01.2017 TO 31.03.2017)			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	1494	601750	217.87	1025	644598	374.63	3922	1584467	1413.42	4345	2169865	1240.23
2	Corporate Agents-Banks	129	4352	5.84	9	515	0.10	155	5664	6.11	54	3612	0.82
3	Corporate Agents -Others	4	1215	1.23	10	2094	2.22	8	4171	4.25	56	2094	42.39
4	Brokers	8	1625	4.83	6	10193	1.83	48	10503	8.43	44	592025	16.17
5	Micro Agents	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
6	Direct Business	7347	15844622	27198.49	8269	22306468	24256.47	24125	51569397	77373.19	25727	59852119	63639.80
	Total(A)	8982	16453564	27428.26	9319	22963868	24635.25	28258	53174202	78805.4	30226	62619715	64939.41
1	Referral (B)	0	0	0.00	0	0	0	0	0	0.00	0	0	0.00
	Grand Total (A+B)	8982	16453564	27428.26	9319	22963868	24635.25	28258	53174202	78805.40	30226	62619715	64939.41

## Note:

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