

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 31.12.2016

Business Acquisition through different channels (Group) ***													
Sl.No.	Channels	Current Quarter (01.10.2016 to 31.12.2016 )			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	1013	281835	120.51	1210	500491	417.40	2428	982717	1195.55	3320	1525267	865.60
2	Corporate Agents-Banks	11	678	0.27	18	475	0.45	26	1312	0.27	45	3097	0.72
3	Corporate Agents -Others	1	1009	0.97	1	0	8.28	4	2956	3.02	46	0	40.17
4	Brokers	18	1216	1.95	25	369413	10.95	40	8878	3.60	38	581832	14.34
5	Micro Agents	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
6	Direct Business	6060	16133901	13605.87	5639	5945321	12572.89	16778	35724775	50174.70	17458	37545651	39383.33
	Total(A)	7103	16418639	13729.57	6893	6815700	13009.97	19276	36720638	51377.14	20907	39655847	40304.16
1	Referral (B)	0	0	0.00	0	0	0	0	0	0.00	0	0	0.00
	Grand Total (A+B)	7103	16418639	13729.57	6893	6815700	13009.97	19276	36720638	51377.14	20907	39655847	40304.16

Note:

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