

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 30.09.2016

Business Acquisition through different channels (Group) ***													
Sl.No.	Channels	Current Quarter (01.07.2016 to 30.09.2016)			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	806	372368	650.98	1279	491379	174.32	1415	700882	1075.04	2110	1024776	448.20
2	Corporate Agents-Banks	15	634	0.00	27	2622	0.27	15	634	0.00	27	2622	0.27
3	Corporate Agents -Others	3	1902	2.01	45	0	31.89	3	1947	2.05	45	0	31.89
4	Brokers	5	3374	0.98	13	212419	3.39	22	7662	1.65	13	212419	3.39
5	Micro Agents	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
6	Direct Business	5562	7161407	21651.27	6825	23384600	16152.74	10718	19590874	36568.83	11819	31600330	26810.44
	Total(A)	6391	7539685	22305.24	8189	24091020	16362.61	12173	20301999	37647.571	14014	32840147	27294.19
1	Referral (B)	0	0	0.00	0	0	0	0	0	0.00	0	0	0.00
	Grand Total (A+B)	6391	7539685	22305.24	8189	24091020	16362.61	12173	20301999	37647.57	14014	32840147	27294.19

Note:

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