

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 31.12.2012

Business Acquisition through different channels (Group) ***													
Sl.No.	Channels	Current Quarter (01.10.2012 to 31.12.2012)			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	2244	2793883	207.55	1697	2503197	94.53	5322	7796389	603.01	4485	4373593	616.79
2	Corporate Agents-Banks	130	33293	1.77	166	30902	2.56	306	44557	3.69	265	53004	132.79
3	Corporate Agents -Others	69	2766	0.33	69	51288	0.82	239	821791	3.07	146	65071	7.30
4	Brokers	9	1155	3.63	99	55614	10.36	20	7432	4.52	180	83073	16.75
5	Micro Agents	0	0	0	0	0	0.00				0	0	0.00
6	Direct Business	4848	6746927	6031.5473	4292	9037969	5467.33	12093	18351819	21646.53	12913	19495696	26105.36
	Total(A)	7300	9578024	6244.83	6323	11678970	5575.59	17980	27021988	22260.82	17989	24070437	26878.99
1	Referral (B)	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
	Grand Total (A+B)	7300	9578024	6244.83	6323	11678970	5575.59	17980	27021988	22260.82	17989	24070437	26878.99

Note:

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