

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 31.12.2013

Business Acquisition through different channels (Group) ***													
Sl.No.	Channels	Current Quarter (01.10.2013 TO 31.12.2013)			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	1505	2242510	113.99	2244	2793883	207.55	4299	6902741	525.41	5322	7796389	603.01
2	Corporate Agents-Banks	59	25557	18.57	130	33293	1.77	197	44671	23.77	306	44557	3.69
3	Corporate Agents -Others	0	0	0.00	69	2766	0.33	5	892	0.18	239	821791	3.07
4	Brokers	0	0	0.00	9	1155	3.63	7	553	1.10	20	7432	4.52
5	Micro Agents	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
6	Direct Business	5735	5476054	13327.21	4848	6746927	6031.55	15974	24139409	33091.78	12093	18351819	21646.53
	Total(A)	7299	7744121	13459.77	7300	9578024	6244.83	20482	31088266	33642.24	17980	27021988	22260.82
1	Referral (B)	0	0	0.00	0	0	0	0	0	0.00	0	0	0.00
	Grand Total (A+B)	7299	7744121	13459.77	7300	9578024	6244.83	20482	31088266	33642.24	17980	27021988	22260.82

Note:

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