

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 31.12.2020

Business Acquisition through different channels (Group) *** (AUDITED AND FINAL)													
Sl.No.	Channels	Current Quarter (01.10.2020 to 31.12.2020)			Same Quarter Previous year (01.10.2019 to 31.12.2019)			Up to the period 31.12.2020			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	792	136435	377.21	907	182436	414.57	1384	420841	2033.67	2103	506211	1620.53
2	Corporate Agents-Banks	51	12571	0.41	43	3453	1.89	174	37441	1.43	140	20800	4.00
3	Corporate Agents -Others	18	2204	2.89	13	2131	3.02	41	3864	4.90	36	6756	35.90
4	Brokers	6	1544	2.45	7	3357	4.63	14	3915	15.06	25	13007	11.21
5	Micro Agents				0	0	0			0	0	0	0.00
6	Direct Business	9206	5990695	27007.40	7869	12105480	33245.07	19481	15988994	87447.57	19614	23009091	97110.05
	Total(A)	10073	6143449	27390.35	8839	12296857	33669.17	21094	16455055	89502.62	21918	23555865	98781.68
1	Referral (B)	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
	Grand Total (A+B)	10073	6143449	27390.35	8839	12296857	33669.17	21094	16455055	89502.62	21918	23555865	98781.68

Note:

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

Date: 10.02.2021

Executive Director (P&GS)