

Business Acquisition through different channels (Group) *** (PROVISIONAL)

Sl.No.	Channels	Current Quarter (01.10.2019 to 31.12.2019)			Same Quarter Previous year(01.10.2018 to 31.12.2018)			Up to the period 31.12.2019			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	907	182436	414.57	1503	1186328	80.21	2103	506211	1620.53	2614	1690504	920.44
2	Corporate Agents-Banks	43	3453	1.89	104	18230	25.55	140	20800	4.00	175	34283	26.88
3	Corporate Agents -Others	13	2131	3.02	21	29394	0.03	36	6756	35.90	35	31514	2.26
4	Brokers	7	3357	4.63	25	3294	0.10	25	13007	11.21	39	9554	11.97
5	Micro Agents	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
6	Direct Business	7869	12105480	33245.07	7395	20659200	17453.80	19614	23009091	97110.05	17874	42250743	59701.43245
	Total(A)	8839	12296857	33669.17	9048	21896446	17559.69	21918	23555865	98781.68	20737	44016598	60662.98
1	Referral (B)	0	0	0.00	0	0	0	0	0	0.00	0	0	0.00
	Grand Total (A+B)	8839	12296857	33669.17	9048	21896446	17559.69206	21918	23555865	98781.68	20737	44016598	60662.97893

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: 10.02.2020

Executive Director (P&GS)