

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 31.03.2018

Business Acquisition through different channels (Group) ***													
Sl.No.	Channels	Current Quarter (01.01.2018 to 31.03.2018)			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	1273	523589	369.06	1494	601750	217.87	3992	1505378	816.42	3922	1584467	1413.42
2	Corporate Agents-Banks	124	8556	2.10	129	4352	5.84	224	12636	3.17	155	5664	6.11
3	Corporate Agents -Others	13	1842	2.21	4	1215	1.23	30	5816	6.16	8	4171	4.25
4	Brokers	19	4564	18.23	8	1625	4.83	31	9661	31.52	48	10503	8.43
5	Micro Agents	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
6	Direct Business	6404	27909800	19404.26	7347	15844622	27198.49	23201	59008841	81931.89	24125	51569397	77373.19
	Total(A)	7833	28448351	19795.85	8982	16453564	27428.26	27478	60542332	82789.16	28258	53174202	78805.40
1	Referral (B)	0	0	0.00	0	0	0	0	0	0.00	0	0	0.00
	Grand Total (A+B)	7833	28448351	19795.85	8982	16453564	27428.26	27478	60542332	82789.16	28258	53174202	78805.40

Note:

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

Chief (P&GS)