

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 31.03.2016

Business Acquisition through different channels (Group) ***													
Sl.No.	Channels	Current Quarter (01.01.2016 to 31.03.2016)			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	1025	644598	374.63	1794	1861332	426.68	4345	2169865	1240.23	6297	6393160	1125.32
2	Corporate Agents-Banks	9	515	0.10	5	1131	2.14	54	3612	0.82	106	40146	13.19
3	Corporate Agents -Others	10	2094	2.22	1	57	0.11	56	2094	42.39	3	639	0.21
4	Brokers	6	10193	1.83	21	206286	9.35	44	592025	16.17	52	227492	14.52
5	Micro Agents	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
6	Direct Business	8269	22306468	24256.47	6991	16690947	16719.21	25727	59852119	63639.80	26714	45610071	44378.71
	Total(A)	9319	22963868	24635.25	8812	18759753	17157.49	30226	62619715	64939.41	33172	52271508	45531.95
1	Referral (B)	0	0	0.00	0	0	0	0	0	0.00	0	0	0.00
	Grand Total (A+B)	9319	22963868	24635.25	8812	18759753	17157.49	30226	62619715	64939.41	33172	52271508	45531.95

Note:

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