

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 30.09.2013

Business Acquisition through different channels (Group) ***													
Sl.No.	Channels	Current Quarter (01.07.2013 TO 30.09.2013)			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	1454	2918724	169.58	2377	3248398	243.00	2794	4660231	411.42	3078	5002506	395.46
2	Corporate Agents-Banks	78	12394	3.39	115	7554	1.30	138	19114	5.20	176	11264	1.91
3	Corporate Agents -Others	2	234	0.18	125	4168	0.58	5	892	0.18	170	819025	2.74
4	Brokers	2	281	0.30	5	377	0.10	7	553	1.10	11	6277	0.90
5	Micro Agents	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
6	Direct Business	6315	13832800	11705.95	4284	7667320	10237.97	10239	18663355	19764.57	7245	11604892	15614.98
	Total(A)	7851	16764433	11879.40	6906	10927817	10482.95	13183	23344145	20182.46	10680	17443964	16015.99
1	Referral (B)	0	0	0.00	0	0	0	0	0	0.00	0	0	0.00
	Grand Total (A+B)	7851	16764433	11879.40	6906	10927817	10482.95	13183	23344145	20182.46	10680	17443964	16015.99

Note:

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