

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 30.09.2012

Business Acquisition through different channels (Group) ***													
Sl.No.	Channels	Current Quarter (01.07.2012 TO 30.09.2012)			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	2377	3248398	243.00	2169	1182288	18.48	3078	5002506	395.46	2788	1870396	522.26
2	Corporate Agents-Banks	115	7554	1.30	81	21244	125.13	176	11264	1.91	99	22102	130.24
3	Corporate Agents -Others	125	4168	0.58	55	12039	6.29	170	819025	2.74	77	13783	6.48
4	Brokers	5	377	0.10	68	26291	5.24	11	6277	0.90	81	27459	6.40
5	Micro Agents	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
6	Direct Business	4284	7667320	10237.97	5336	8045214	15208.06	7245	11604892	15614.98	8621	10457727	20638.03
	Total(A)	6906	10927817	10482.95	7709	9287076	15363.19	10680	17443964	16015.99	11666	12391467	21303.40
1	Referral (B)	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
	Grand Total (A+B)	6906	10927817	10482.95	7709	9287076	15363.19	10680	17443964	16015.99	11666	12391467	21303.40

Note:

1. Premium means amount of premium received from business acquire
2. No of Policies stand for no. of policies sold