

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 30.06.2011

Sl.No.	Business Acquisition through different channels (Group) ***												
	Channels	Current Quarter (01.04.2011 TO 30.06.2011)			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	619	688108	503.78	503	267798	95.18	619	688108	503.78	503	267798	95.18
2	Corporate Agents-Banks	18	858	5.10	48	10233	29.18	18	858	5.10	48	10233	29.18
3	Corporate Agents -Others	22	1744	0.19	28	6091	10.4	22	1744	0.19	28	6091	10.4
4	Brokers	13	1168	1.16	4	931	0.3	13	1168	1.16	4	931	0.3
5	Micro Agents	0	0	0.00	0	0	0	0	0	0.00	0	0	0
6	Direct Business	3285	2412513	5429.97	3133	5460017	5733.25	3285	2412513	5429.97	3133	5460017	5733.25
	Total(A)	3957	3104391	5940.21	3716	5745070	5868.31	3957	3104391	5940.21	3716	5745070	5868.31
1	Referral (B)	0	0	0.00	0	0	0	0	0	0.00	0	0	0
	Grand Total (A+B)	3957	3104391	5940.21	3716	5745070	5868.31	3957	3104391	5940.21	3716	5745070	5868.31

Note:

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

\*\*\* Above data pertaining to NEW BUSINESS only.

Chief(SBU-P&GS)