

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 31.03.2015

Business Acquisition through different channels (Group) ***													
Sl.No.	Channels	Current Quarter (01.01.2015 to 31.03.2015)			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	1794	1861332	427	2000	4288332	389.63	6297	6393160	1125.324	6299	11191073	915.04
2	Corporate Agents-Banks	5	1131	2	27	6011	1.28	106	40146	13.186	224	50682	25.05
3	Corporate Agents -Others	1	57	0	0	0	0.00	3	639	0.210	5	892	0.18
4	Brokers	21	206286	9	28	941149	16.68	52	227492	14.520	35	941702	17.77
5	Micro Agents	0	0	0	0	0	0.00	0	0		0	0	0.00
6	Direct Business	6991	16690947	16719.21	8814	10770969	14817.14	26714	45610071	44378.714	24788	34910378	47908.92
	Total(A)	8812	18759753	17157.49	10869	16006461	15224.73	33172	52271508	45531.95	31351	47094727	48866.97
1	Referral (B)	0	0	0.00	0	0	0	0	0	0.00	0	0	0.00
	Grand Total (A+B)	8812	18759753	17157.49	10869	16006461	15224.73	33172	52271508	45531.95	31351	47094727	48866.97

Note:

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