

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 30.06.2019

| Business Acquisition through different channels (Group) *** | | | | | | | | | | | | | |
|---|--------------------------|--|----------------------|------------------|--|----------------------|------------------|---------------------------------|----------------------|------------------|----------------------------------|----------------------|------------------|
| Sl.No. | Channels | Current Quarter (01.04.2019 to 30.06.2019) | | | Same Quarter Previous year(01.04.2018 to 30.06.2018) | | | Up to the period 30.06.2019 | | | 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 | 575 | 126072 | 948.82 | 427 | 209595 | 247.00 | 575 | 126072 | 948.82 | 427 | 209595 | 247.00 |
| 2 | Corporate Agents-Banks | 15 | 10972 | 0.50 | 13 | 12494 | 0.49 | 15 | 10972 | 0.50 | 13 | 12494 | 0.49 |
| 3 | Corporate Agents -Others | 11 | 2196 | 3.16 | 7 | 1194 | 1.27 | 11 | 2196 | 3.16 | 7 | 1194 | 1.27 |
| 4 | Brokers | 6 | 936 | 4.45 | 9 | 1013 | 7.08 | 6 | 936 | 4.45 | 9 | 1013 | 7.08 |
| 5 | Micro Agents | 0 | 0 | 0.00 | 0 | 0 | 0.00 | 0 | 0 | 0.00 | 0 | 0 | 0.00 |
| 6 | Direct Business | 4233 | 4618501 | 34689.58 | 3863 | 3084319 | 15908.61 | 4233 | 4618501 | 34689.58 | 3863 | 3084319 | 15908.61 |
| | Total(A) | 4840 | 4758677 | 35646.51 | 4319 | 3308615 | 16164.45 | 4840 | 4758677 | 35646.51 | 4319 | 3308615 | 16164.45 |
| 1 | Referral (B) | 0 | 0 | 0.00 | 0 | 0 | 0 | 0 | 0 | 0.00 | 0 | 0 | 0.00 |
| | Grand Total (A+B) | 4840 | 4758677 | 35646.51 | 4319 | 3308615 | 16164.45 | 4840 | 4758677 | 35646.51 | 4319 | 3308615 | 16164.45 |

Note:

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

Chief (P&GS)

Date: 13.08.2019