

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 30.09.2019

| Business Acquisition through different channels (Group) *** (AUDITED AND FINAL) | | | | | | | | | | | | | |
|---|--------------------------|--|----------------------|------------------|--|----------------------|--------------------|---------------------------------|----------------------|------------------|----------------------------------|----------------------|--------------------|
| Sl.No. | Channels | Current Quarter (01.07.2019 to 30.09.2019) | | | Same Quarter Previous year(01.07.2018 to 30.09.2018) | | | Up to the period 30.09.2019 | | | 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 | 621 | 197703 | 5351.19 | 684 | 294581 | 593.23 | 1196 | 323775 | 6300.01 | 1111 | 504176 | 840.22 |
| 2 | Corporate Agents-Banks | 82 | 6375 | 1.61 | 58 | 3559 | 0.84 | 97 | 17347 | 2.11 | 71 | 16053 | 1.33 |
| 3 | Corporate Agents -Others | 12 | 2429 | 29.72 | 7 | 926 | 0.96 | 23 | 4625 | 32.88 | 14 | 2120 | 2.23 |
| 4 | Brokers | 12 | 8714 | 2.13 | 5 | 5247 | 4.78 | 18 | 9650 | 6.58 | 14 | 6260 | 11.87 |
| 5 | Micro Agents | 0 | 0 | 0.00 | 0 | 0 | 0.00 | 0 | 0 | 0.00 | 0 | 0 | 0.00 |
| 6 | Direct Business | 7512 | 6285110 | 24081.36 | 6616 | 18507224 | 26339.02 | 11745 | 10903611 | 58770.94 | 10479 | 21591543 | 42247.64 |
| | Total(A) | 8239 | 6500331 | 29466.01 | 7370 | 18811537 | 26938.83 | 13079 | 11259008 | 65112.52 | 11689 | 22120152 | 43103.29 |
| 1 | Referral (B) | 0 | 0 | 0.00 | 0 | 0 | 0 | 0 | 0 | 0.00 | 0 | 0 | 0.00 |
| | Grand Total (A+B) | 8239 | 6500331 | 29466.01 | 7370 | 18811537 | 26938.82909 | 13079 | 11259008 | 65112.52 | 11689 | 22120152 | 43103.29364 |

Note:

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

Date: 20.12.2019

Executive Director (P&GS)