

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

[IRDA Registration No.135 dated 19th December 2007]

Lakhs

S.No.	Channels	Business Acquisition through different channels (Group)											
		Current Quarter From 01-July-11 to 30-Sept-11			Same Quarter Previous year From 01-April-10 to 30-Sept-10			Up to the period From 01-April-11 to 30-Sept-11			Same period of the previous year From 01-April-10 to 30-Sept-10		
		No. of Policies/ No. of Schemes	No. of Lives Covered	Premium	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium
1	Individual agents	-	-	-	-	-	-	-	-	-	-	-	
2	Corporate Agents-Banks	0	8430	1060.96	-	-	-	-	18807	1690.35	-	-	
3	Corporate Agents -Others	0	0	0.00	-	-	-	-	-	-	-	-	
4	Brokers	0	4649	1.44	-	-	-	-	10652	3.26	-	-	
5	Micro Agents				8	169974	44.4917	-	-	-	8	301791	
6	Direct Business	0	54151	21.62	-	-	-	1	215536	72.56	-	-	
	Total(A)	0	67230	1084.02	8	169974	44.49	1	244995	1766.17	8	301791	
1	Referral (B)												
	Grand Total (A+B)	0	67230	1084.02	8	169974	44.49	1	244995	1766.17	8	301791	

Note:

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