

## Form L-38



IRDA Registration No.135 dated 19th December 2007

Form L-38- Business Acquisition through different channels (Individuals) for the period 1st April 2011- 30 Sept 2011

(Rs in Lakhs)

Sl.No.	Channels	Current Quarter From 01-July-11 to 30-Sept-11		Same quarter Previous Year From 01-July-10 to 30- Sept-10		FY2011-12 Up to the period From 01-April-11 to 30-Sept-11		FY2010-11 Same period of the previous year From 01- April-10 to 30-Sept- 10	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	5943	4340.20	8748	4283.22	10367	7559.77	13424	7067.07
2	Corporate Agents-Banks	11608	12511.59	17906	16441.12	16843	20424.54	28902	25041.98
3	Corporate Agents -Others	0	0.00	5	8.24	0	0.00	4	12.67
4	Brokers	4	74.93	128	73.37	8	139.83	541	143.56
5	Micro Agents	0	0.00	0	0.00	0	0.00	0	0.00
6	Direct Business	2950	1136.26	5124	1107.76	4798	1914.11	8850	1931.84
	Total (A)	20505	18062.99	31911	21913.71	32016	30038.24	51721	34197.11
1	Referral (B)								
	Grand Total (A+B)	20505	18062.99	31911	21913.71	32016	30038.24	51721	34197.11

Note:

1. Premium means amount of premium received from business acquired by the source

2. No of Policies stand for no. of policies sold