

Business Acquisition through different channels (Individuals)

Sl.No.	Channels	For the Quarter Ended 30th June, 2018		For the Quarter Ended 30th June, 2017		For the Year Ended 30th June, 2018		For the Year Ended 30th June, 2017	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	13,132	33.76	8,002	24.52	13,132	34	8,002	25
2	Corporate Agents-Banks	15	0.04	18	0.04	15	0	18	0
3	Corporate Agents -Others	3,767	10.85	676	4.17	3,767	11	676	4
4	Brokers	7,047	51.58	4,784	24.52	7,047	52	4,784	25
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	3,441	14.39	2,744	9.71	3,441	14	2,744	10
	Total (A)	27,402	110.61	16,224	62.95	27,402	110.61	16,224	62.95
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	27,402	110.61	16,224	62.95	27,402	110.61	16,224	62.95

Note:

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