

## Business Acquisition through different channels (Group)

Sl.No.	Channels	For the Quarter Ended 31st December, 2018			For the Quarter Ended 31st December, 2017			For the Period Ended 31st December, 2018			For the Period Ended 31st December, 2017		
		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	-	3,682	0.08	-	-	-	1	10,548	0.26	-	-	-
3	Corporate Agents -Others	-	46	0.41	-	-	-	-	46	0.41	-	-	-
4	Brokers	-	-	-	-	-	-	-	-	-	-	-	-
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	4	23,743	64.89	1	22,156	66.12	7	48,445	198.97	2	43,929	173.15
	Total(A)	4	27,471	65.38	1	22,156	66.12	8	59,039	199.64	2	43,929	173.15
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>4</b>	<b>27,471</b>	<b>65.38</b>	<b>1</b>	<b>22,156</b>	<b>66.12</b>	<b>8</b>	<b>59,039</b>	<b>199.64</b>	<b>2</b>	<b>43,929</b>	<b>173.15</b>

**Note:**

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