| Sl.No. | Business Acquisition through different channels |  |  | Same quarter Previous Year |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Channels | Current Quarter |  |  |  | Up to the period |  | Same period of the previous year |  |
|  |  | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium |
| 1 | Individual Agents | 508,534 | 32,950 | 537,293 | 34,320 | 508,534 | 32,950 | 537,293 | 34,320 |
| 2 | Corporate Agents | 812,966 | 30,776 | 475,892 | 24,039 | 812,966 | 30,776 | 475,892 | 24,039 |
| 2a | Banks | 282,455 | 9,438 | 324,272 | 9,831 | 282,455 | 9,438 | 324,272 | 9,831 |
| 2b | Others | 530,511 | 21,338 | 151,620 | 14,208 | 530,511 | 21,338 | 151,620 | 14,208 |
| 3 | Brokers | 737,167 | 69,240 | 533,892 | 54,913 | 737,167 | 69,240 | 533,892 | 54,913 |
| 4 | Referral Arrangements | - | - | - | - | - | - | - | - |
| 5 | Direct Business | 224,049 | 18,680 | 271,158 | 16,087 | 224,049 | 18,680 | 271,158 | 16,087 |
| Total |  | 2,282,716 | 151,647 | 1,818,235 | 129,359 | 2,282,716 | 151,647 | 1,818,235 | 129,359 |

