## (Rs in Lakhs)

|  | Business Acquisition through different channels |  |  | Same quarter Previous Year |  | Up to the period |  | Same period of the previous year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Channels | Current Quarter |  |  |  |  |  |  |  |
| SI.No. |  | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium |
| 1 | Individual Agents | 7,86,419 | 58,241 | 6,58,838 | 42,604 | 27,24,882 | 1,87,739 | 22,65,483 | 1,41,936 |
| 2 | Corporate Agents | 15,27,460 | 45,086 | 9,51,447 | 37,293 | 49,95,828 | 1,58,101 | 35,84,233 | 1,33,798 |
| 2a | Banks | 13,88,035 | 28,405 | 4,40,933 | 12,895 | 31,84,486 | 73,268 | 13,74,995 | 41,443 |
| 2b | Others | 1,39,425 | 16,681 | 5,10,514 | 24,398 | 18,11,342 | 84,833 | 22,09,238 | 92,356 |
| 3 | Brokers | 8,53,607 | 83,080 | 9,65,832 | 81,286 | 34,40,553 | 3,04,323 | 32,20,753 | 2,74,370 |
| 4 | Referral Arrangements | - | - | - | - | - | - | - | - |
| 5 | Direct Business | 6,28,600 | 88,887 | 2,27,379 | 63,381 | 18,70,342 | 2,94,359 | 9,04,046 | 2,13,224 |
| Total |  | 37,96,086 | 2,75,294 | 28,03,496 | 2,24,564 | 1,30,31,605 | 9,44,522 | 99,74,515 | 7,63,328 |

