| SI.No. | Business Acquisition through different channels |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Channels | Current Quarter |  | Same quarter Previous Year |  | 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 | 7,60,435 | 57,372 | 6,88,485 | 46,794 | 22,27,615 | 1,62,326 | 19,38,463 | 1,29,498 |
| 2 | Corporate Agents | 28,71,407 | 43,431 | 12,77,108 | 38,376 | 59,87,000 | 1,24,734 | 34,68,368 | 1,13,015 |
| 2 a | Banks | 18,14,397 | 32,186 | 7,25,308 | 16,701 | 46,59,232 | 87,715 | 17,96,451 | 44,864 |
| 2b | Others | 10,57,010 | 11,245 | 5,51,800 | 21,675 | 13,27,768 | 37,018 | 16,71,917 | 68,151 |
| 3 | Brokers | 76,097 | 94,227 | 8,36,809 | 71,126 | 18,26,016 | 2,64,304 | 25,86,946 | 2,21,243 |
| 4 | Referral Arrangements | - | - |  |  | - | - | - | - |
| 5 | Direct Business | 14,38,316 | 51,680 | 72,327 | 3,191 | 24,82,959 | 1,97,171 | 2,19,123 | 9,178 |
| 6 | Others | 1,34,035 | 7,239 | 4,52,107 | 29,055 | 5,89,112 | 18,005 | 10,22,619 | 1,96,294 |
| Total |  | 52,80,290 | 2,53,949 | 33,26,836 | 1,88,541 | 1,31,12,702 | 7,66,539 | 92,35,519 | 6,69,228 |

