(Rs in Lakhs)

| 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 | 7,57,837 | 57,433 | 6,00,666 | 39,876 | 7,57,837 | 57,433 | 6,00,666 | 39,876 |
| 2 | Corporate Agents | 22,05,937 | 47,256 | 11,63,578 | 38,785 | 22,05,937 | 47,256 | 11,63,578 | 38,785 |
| 2a | Banks | 17,50,218 | 35,785 | 5,41,813 | 13,176 | 17,50,218 | 35,785 | 5,41,813 | 13,176 |
| 2b | Others | 4,55,719 | 11,471 | 6,21,765 | 25,609 | 4,55,719 | 11,471 | 6,21,765 | 25,609 |
| 3 | Brokers | 19,10,129 | 1,08,764 | 8,98,719 | 82,050 | 19,10,129 | 1,08,764 | 8,98,719 | 82,050 |
| 4 | Referral Arrangements | - | - | - | - |  |  | - | - |
| 5 | Direct Business | 7,30,324 | 61,992 | 4,11,474 | 35,661 | 7,30,324 | 61,992 | 4,11,474 | 35,661 |
| 6 | Others | 3,24,215 | 6,849 | - | - | 3,24,215 | 6,849 | - | - |
| Total |  | 59,28,442 | 2,82,295 | 30,74,437 | 1,96,371 | 59,28,442 | 2,82,295 | 30,74,437 | 1,96,371 |

