| 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 | 589,702 | 48,578 | 757,837 | 57,433 | 589,702 | 48,578 | 757,837 | 57,433 |
| 2 | Corporate Agents | 1,653,224 | 36,429 | 2,205,937 | 47,256 | 1,653,224 | 36,429 | 2,205,937 | 47,256 |
| 2a | Banks | 1,357,562 | 28,192 | 1,750,218 | 35,785 | 1,357,562 | 28,192 | 1,750,218 | 35,785 |
| 2b | Others | 295,662 | 8,236 | 455,719 | 11,471 | 295,662 | 8,236 | 455,719 | 11,471 |
| 3 | Brokers | 772,202 | 90,687 | 1,910,129 | 108,764 | 772,202 | 90,687 | 1,910,129 | 108,764 |
| 4 | Referral Arrangements | - | - | - | - |  |  |  |  |
| 5 | Direct Business | 485,905 | 46,216 | 730,324 | 61,992 | 485,905 | 46,216 | 730,324 | 61,992 |
| 6 | Others | 161,287 | 4,743 | 324,215 | 6,849 | 161,287 | 4,743 | 324,215 | 6,849 |
| Total |  | 3,662,320 | 226,653 | 5,928,442 | 282,295 | 3,662,320 | 226,653 | 5,928,442 | 282,295 |

