| SI.No. | (Rs in Lakhs) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 581,274 | 48,584 | 589,702 | 48,578 | 581,274 | 48,584 | 589,702 | 48,578 |
| 2 | Corporate Agents | 2,114,525 | 32,486 | 1,653,224 | 36,429 | 2,114,525 | 32,486 | 1,653,224 | 36,429 |
| 2a | Banks | 1,785,918 | 26,708 | 1,357,562 | 28,192 | 1,785,918 | 26,708 | 1,357,562 | 28,192 |
| 2b | Others | 328,607 | 5,778 | 295,662 | 8,236 | 328,607 | 5,778 | 295,662 | 8,236 |
| 3 | Brokers | 770,847 | 105,124 | 772,202 | 90,687 | 770,847 | 105,124 | 772,202 | 90,687 |
| 4 | Referral Arrangements | - | - | - | - |  |  | - | - |
| 5 | Direct Business | 505,453 | 54,611 | 485,905 | 46,216 | 505,453 | 54,611 | 485,905 | 46,216 |
| 6 | Others | 263,968 | 6,362 | 161,287 | 4,743 | 263,968 | 6,362 | 161,287 | 4,743 |
| Total |  | 4,236,067 | 247,167 | 3,662,320 | 226,653 | 4,236,067 | 247,167 | 3,662,320 | 226,653 |

