FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP) 30.06.2025

|        | Business Acquisition through different channels (Group) *** (AUDITED AND FINAL) |  |              |             |  |              |                  |                             |              |                  |                                  |              |             |
|--------|---|--|--------------|-------------|--|--------------|------------------|-----------------------------|--------------|------------------|----------------------------------|--------------|-------------|
|        |   | Current Quarter (01.04.2025 to 30.06.2025) |              |             | Same Quarter Previous year<br>(01.04.2024 to 30.06.2024) |              |                  | Up to the period 30.06.2025 |              |                  | Same period of the previous year |              |             |
|        |   | No. of                                     |              |             |  |              |                  | No. of                      |              |                  | No. of                           |              |             |
|        |   | Policies/ No.                              | No. of Lives | Premium (IN | No. of Policies/   | No. of Lives |                  | Policies/                   | No. of Lives |                  | Policies/ No.                    | No. of Lives | Premium (IN |
| SI.No. | Channels  | of Schemes                                 | Covered      | CRS)        | No. of Schemes   | Covered      | Premium (IN CRS) | No. of                      | Covered      | Premium (IN CRS) | of Schemes                       | Covered      | CRS)        |
| 1      | Individual agents   | 618  | 298438       | 1876.30     | 955  | 661450       | 1153.08          | 618                         | 298438       | 1876.30          | 955                              | 661450       | 1153.08     |
| 2      | Corporate Agents-Banks  | 55   | 25390        | 81.83       | 67   | 76118        | 12.62            | 55                          | 25390        | 81.83            | 67                               | 76118        | 12.62       |
| 3      | Corporate Agents -Others  | 59   | 151203       | 2.09        | 105  | 173053       | 5.89             | 59                          | 151203       | 2.09             | 105                              | 173053       | 5.89        |
| 4      | Brokers   | 140  | 212513       | 30.22       | 506  | 176875       | 34.20            | 140                         | 212513       | 30.22            | 506                              | 176875       | 34.20       |
| 5      | Micro Agents  | 0  | 0            | 0.00        | 0  | 0            | 0.00             | 0                           | 0            | 0.00             | 0                                | 0            | 0.00        |
| 6      | Direct Business   | 2976                                       | 6237233      | 44916.57    | 4898   | 5833535      | 44365.76         | 2976                        | 6237233      | 44916.57         | 4898                             | 5833535      | 44365.76    |
|        | Total(A)  | 3848                                       | 6924777      | 46907.01    | 6531   | 6921031      | 45571.55         | 3848                        | 6924777      | 46907.01         | 6531                             | 6921031      | 45571.55    |
| 1      | Referral (B)  |  |              |             | 0  | 0            | 0.00             |                             |              |                  | 0                                | 0            | 0.00        |
| -      | Grand Total (A+B)   | 3848                                       | 6924777      | 46907.01    | 6531   | 6921031      | 45571.55         | 3848                        | 6924777      | 46907.01         | 6531                             | 6921031      | 45571.55    |

## Note:

2. No of Policies stand for no. of policies sold

**Executive Director (P&GS)** 

Date: 07.08.2025

<sup>1.</sup> Premium means amount of premium received from business acquired by the source