

(Rs in Lakhs)

Business Acquisition through different channels									
Sl.No.	Channels	Q4 2017		FY 2017		Q4 2016		FY 2016	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	-	-	-	-	-	-	-	-
2	Corporate Agents-Banks	-	-	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	-	-	-	-	-	-	-	-
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	NA	138	NA	138	-	-	-	-
	Total (A)	NA	138	NA	138	-	-	-	-
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	NA	138	NA	138	-	-	-	-

Note:

1. Premium means amount of premium received from business acquired by the source
2. No of Policies stand for no. of policies sold, the same is not applicable as we done sell policies