

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

Insurer: Canara HSBC Oriental Bank of Commerce Life Insurance Co. Ltd.

Date: June 30, 2011

(₹ in Lakhs)

| | Channels | Current Year | | | Previous Year | | |
|---|--------------------------|------------------------------------|-------------------------|----------------|------------------------------------|-------------------------|--------------|
| | | No. of Policies/ No. of Schemes | No. of Lives Covered | Premium | No. of Policies/ No. of Schemes | No. of Lives Covered | Premium |
| 1 | Individual agents | - | - | - | - | - | - |
| 2 | Corporate Agents-Banks | - | 391 | 110.2 | - | 3,357 | 575.7 |
| 3 | Corporate Agents -Others | - | - | - | - | - | - |
| 4 | Brokers | - | - | - | - | - | - |
| 5 | Micro Agents | - | - | - | - | - | - |
| 6 | Direct Business | 1 | 39,593 | 2,050.0 | - | - | - |
| | Total(A) | 1 | 39,984 | 2,160.2 | - | 3,357 | 575.7 |
| 1 | Referral (B) | - | - | - | - | - | - |
| | Grand Total (A+B) | 1 | 39,984 | 2,160.2 | - | 3,357 | 575.7 |

Note:

1. Premium means amount of premium received from business acquired by the source (new business)

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