

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

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

Date: September 30, 2011

(₹ in Lakhs)

	Channels	FOR THE QUARTER ENDED SEP 30, 2011			UPTO THE QUARTER ENDED SEP 30, 2011			FOR THE QUARTER ENDED SEP 30, 2010			UPTO THE QUARTER ENDED SEP 30, 2010		
		No. of Policies/ No. of Schemes	No. of Lives Covered	Premium	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium	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	2	811	162.5	2	1,202	272.8	-	3,298	520.5	-	6,655	1,096.2
3	Corporate Agents -Others	-	-	-	-	-	-	-	-	-	-	-	-
4	Brokers	-	-	-	-	-	-	-	-	-	-	-	-
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	4	23,585	5,623.9	5	63,178	7,673.9	-	-	-	-	-	-
	Total(A)	6	24,396	5,786.5	7	64,380	7,946.7	-	3,298	520.5	-	6,655	1,096.2
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	6	24,396	5,786.5	7	64,380	7,946.7	-	3,298	520.5	-	6,655	1,096.2

- Note:
1. Premium means amount of premium received from business acquired by the source
 2. No of Policies stand for no. of policies sold