

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

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

Date: December 31, 2010

(₹ in Lakhs)

	Channels	FOR THE QUARTER ENDED DECEMBER 2010			FOR THE QUARTER ENDED DECEMBER 2009			UPTO QUARTER ENDED DECEMBER 2010			UPTO QUARTER ENDED DECEMBER 2009		
		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	4.0	1,031	719.7	1	955	156.5	4.0	7,686	1,815.9	3	1,568	248.9
3	Corporate Agents -Others												
4	Brokers												
5	Micro Agents												
6	Direct Business	2.0	42,817	5,000.9				2.0	42,817	5,000.9			
	Total(A)	6.0	43,848	5,720.6	1	955	156.5	6.0	50,503	6,816.8	3	1,568	248.9
1	Referral (B)												
	Grand Total (A+B)	6.0	43,848	5,720.6	1	955	156.5	6.0	50,503	6,816.8	3	1,568	248.9

Note:

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