

FORM L-38 Business Acquisition through different channels (Individuals)**Insurer: Canara HSBC Oriental Bank of Commerce Life Insurance Co. Ltd.****Date: September 30, 2010***(₹ in Lakhs)*

	Channels	Current Year		Previous Year	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents				
2	Corporate Agents-Banks	31,760	36,507.5	27,640	19,490.2
3	Corporate Agents -Others				
4	Brokers				
5	Micro Agents				
6	Direct Business	4	2.9		
	Total (A)	31,764	36,510.4	27,640	19,490.2
1	Referral (B)				
	Grand Total (A+B)	31,764	36,510.4	27,640	19,490.2

Note:

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