

FORM L-38 Business Acquisition through different channels (Individual)

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

Date: December 31, 2011

(₹ in Lakhs)

	Channels	FOR THE QUARTER ENDED DEC 31, 2011		UPTO THE QUARTER ENDED DEC 31, 2011		FOR THE QUARTER ENDED DEC 31, 2010		UPTO THE QUARTER ENDED DEC 31, 2010	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	-	-	-	-	-	-	-	-
2	Corporate Agents-Banks	12,869	7,779	44,405	30,317	26,419	14,597	80,791	49,373
3	Corporate Agents -Others	142	67	494	201	70	33	153	75
4	Brokers	-	-	-	-	-	-	-	-
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	1	0	1	0	1	1	5	2
	Total (A)	13,012	7,847	44,900	30,519	26,490	14,630	80,949	49,450
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	13,012	7,847	44,900	30,519	26,490	14,630	80,949	49,450

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