

FORM L-38 Business Acquisition through different channels (Individual)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	Premium	No. of Policies	Premium
1	Individual agents	-	-	-	-
2	Corporate Agents-Banks	14,532	10,924.22	22,695	14,506.6
3	Corporate Agents -Others	140	50.95	-	-
4	Brokers	-	-	-	-
5	Micro Agents	-	-	-	-
6	Direct Business	-	0.12	-	-
	Total (A)	14,672	10,975.29	22,695	14,506.6
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	14,672	10,975.29	22,695	14,506.6

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