

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

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 | Premium | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium |
| 1 | Individual agents | - | - | - | - | - | - | - | - |
| 2 | Corporate Agents-Banks | 17,004 | 11,623 | 31,536 | 22,548 | 31,677 | 20,351 | 54,372 | 34,858 |
| 3 | Corporate Agents -Others | 212 | 83 | 352 | 134 | 83 | 43 | 83 | 43 |
| 4 | Brokers | - | - | - | - | - | - | - | - |
| 5 | Micro Agents | - | - | - | - | - | - | - | - |
| 6 | Direct Business | - | - | - | 0 | 4 | 2 | 4 | 2 |
| | Total (A) | 17,216 | 11,706 | 31,888 | 22,682 | 31,764 | 20,396 | 54,459 | 34,902 |
| 1 | Referral (B) | - | - | - | - | - | - | - | - |
| | Grand Total (A+B) | 17,216 | 11,706 | 31,888 | 22,682 | 31,764 | 20,396 | 54,459 | 34,902 |

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