

FORM : L37-Business acquisition through different channels (Group)

₹ Crores

SI.No.	Channels	Current Quarter			Same quarter previous year			Year ended 31 Mar 2014			Year ended 31 Mar 2013		
		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	1.00	55	0.06	-	40	0.21	1.00	98	0.48	-	154	0.82
3	Corporate Agents -Others	-	-	-	-	-	-	-	-	-	-	-	-
4	Brokers	6.00	4,926	0.12	-	-	-	22.00	16,930	0.47	-	-	-
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	10.00	69,479	0.71	-	-	-	16.00	77,523	1.32	-	-	-
	Total (A)	17.00	74,460	0.89	-	40	0.21	39.00	94,551	2.28	-	154	0.82
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	17.00	74,460	0.89	-	40	0.21	39.00	94,551	2.28	-	154	0.82

Note:

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