

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

₹ Crores

Sl.No.	Channels	For the quarter ended 30 September 2014			For the quarter ended 30 September 2013			Up to the quarter ended 30 September 2014			Up to the quarter ended 30 September 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	5.00	1,678	0.08	-	13	0.20	6.00	2,630	0.16	-	30	0.31
3	Corporate Agents -Others	-	-	-	-	-	-	-	-	-	-	-	-
4	Brokers	16.00	8,383	1.02	2.00	275	0.02	31.00	22,363	1.98	3.00	307	0.06
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	2.00	2,119	0.09	-	3,374	0.15	9.00	5,210	0.19	-	3,374	0.15
	Total (A)	23.00	12,180	1.19	2.00	3,662	0.37	46.00	30,203	2.33	3.00	3,711	0.52
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	23.00	12,180	1.19	2.00	3,662	0.37	46.00	30,203	2.33	3.00	3,711	0.52

Note:

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