

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

₹ Crores

SI.No.	Channels	Current Quarter			Same quarter previous year			Year ended 31 Mar 2015			Year ended 31 Mar 2014		
		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	55	0.06	12	11,625	0.72	1	98	0.48
3	Corporate Agents -Others	-	-	-	-	-	-	-	-	-	-	-	-
4	Brokers	69	79,242	4.14	6	4,926	0.12	134	115,352	7.30	22	16,930	0.47
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	10	99,381	1.85	10	69,479	0.71	26	110,237	2.41	16	77,523	1.32
	Total (A)	79	178,623	5.99	17	74,460	0.89	172	237,214	10.43	39	94,551	2.28
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	79	178,623	5.99	17	74,460	0.89	172	237,214	10.43	39	94,551	2.28

Note:

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