

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

₹ Crores

SI.No.	Channels	Current Quarter			Same quarter previous year			Up to the quarter ended 30 June 2015			Up to the quarter ended 30 June 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	952	0.08	-	-	-	1	952	0.08
3	Corporate Agents -Others	-	-	-	-	-	-	-	-	-	-	-	-
4	Brokers	95	101,551	5.97	15	13,980	0.96	95	101,551	5.97	15	13,980	0.96
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	21	20,127	1.95	7	3,091	0.10	21	20,127	1.95	7	3,091	0.10
	<b>Total (A)</b>	<b>116</b>	<b>121,678</b>	<b>7.92</b>	<b>23</b>	<b>18,023</b>	<b>1.14</b>	<b>116</b>	<b>121,678</b>	<b>7.92</b>	<b>23</b>	<b>18,023</b>	<b>1.14</b>
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>116</b>	<b>121,678</b>	<b>7.92</b>	<b>23</b>	<b>18,023</b>	<b>1.14</b>	<b>116</b>	<b>121,678</b>	<b>7.92</b>	<b>23</b>	<b>18,023</b>	<b>1.14</b>

**Note:**

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