

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

₹ Crores

SI.No.	Channels	For the quarter ended 30 September 2015			For the quarter ended 30 September 2014			Up to the quarter ended 30 September 2015			Up to the quarter ended 30 September 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	-	-	-	5	1,678	0.08	-	-	-	6	2,630	0.16
3	Corporate Agents -Others	-	-	-	-	-	-	-	-	-	-	-	-
4	Brokers	63	182,635	6.48	16	8,383	1.02	158	284,186	12.45	31	22,363	1.98
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	16	40,656	12.45	2	2,119	0.09	37	60,783	14.40	9	5,210	0.19
	<b>Total (A)</b>	<b>79</b>	<b>223,291</b>	<b>18.93</b>	<b>23</b>	<b>12,180</b>	<b>1.19</b>	<b>195</b>	<b>344,969</b>	<b>26.84</b>	<b>46</b>	<b>30,203</b>	<b>2.33</b>
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>79</b>	<b>223,291</b>	<b>18.93</b>	<b>23</b>	<b>12,180</b>	<b>1.19</b>	<b>195</b>	<b>344,969</b>	<b>26.84</b>	<b>46</b>	<b>30,203</b>	<b>2.33</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