

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

₹ Crores

SI.No.	Channels	For the quarter ended 31 December 2015			For the quarter ended 31 December 2014			Up to the quarter ended 31 December 2015			Up to the quarter ended 31 December 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	-	-	-	6	8,995	0.56	-	-	-	12	11,625	0.72
3	Corporate Agents -Others	-	-	-	-	-	-	-	-	-	-	-	-
4	Brokers	56	108,657	5.80	34	13,747	1.18	214	392,843	18.24	65	36,110	3.16
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	12	44,271	27.16	7	5,646	0.37	49	105,054	41.56	16	10,856	0.57
	Total (A)	68	152,928	32.96	47	28,388	2.11	263	497,897	59.80	93	58,591	4.44
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	68	152,928	32.96	47	28,388	2.11	263	497,897	59.80	93	58,591	4.44

Note:

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