

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

₹ Crores

SI.No.	Channels	Current Quarter			Same quarter previous year			Year ended 31 Mar 2016			Year ended 31 Mar 2015		
		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	1	10	0.00	-	-	-	1	10	0.00	-	-	-
2	Corporate Agents-Banks	-	-	-	-	-	-	-	-	-	12	11,625	0.72
3	Corporate Agents -Others	-	-	-	-	-	-	-	-	-	-	-	-
4	Brokers	63	89,165	6.75	69	79,242	4.14	277	482,008	24.99	134	115,352	7.30
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	26	276,914	27.33	10	99,381	1.85	75	381,968	68.89	26	110,237	2.41
	Total (A)	90	366,089	34.08	79	178,623	5.99	353	863,986	93.88	172	237,214	10.43
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	90	366,089	34.08	79	178,623	5.99	353	863,986	93.88	172	237,214	10.43

Note:

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