

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 2016			Up to the quarter ended 30 June 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	-	-	-	-	-	-	-	-	-	-	-	-
2	Corporate Agents-Banks	-	-	-	-	-	-	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-	-	-	-	-	-	-
4	Brokers	41	10,425	3.51	95	101,551	5.97	41	10,425	3.51	95	101,551	5.97
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	8	(10,809)	7.88	21	20,127	1.95	8	(10,809)	7.88	21	20,127	1.95
	Total (A)	49	(384)	11.40	116	121,678	7.92	49	(384)	11.40	116	121,678	7.92
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	49	(384)	11.40	116	121,678	7.92	49	(384)	11.40	116	121,678	7.92

Note:

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