

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

₹ Crores

SI.No.	Channels	For the quarter ended 30 September 2016			For the quarter ended 30 September 2015			Up to the quarter ended 30 September 2016			Up to the quarter ended 30 September 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	53	71,598	7.25	63	182,635	6.48	94	82,023	10.77	158	284,186	12.45
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	11	49,620	6.91	16	40,656	12.45	19	38,811	14.79	37	60,783	14.40
7	IMF	-	-	-	-	-	-	-	-	-	-	-	-
	Total (A)	64	121,218	14.16	79	223,291	18.93	113	120,834	25.56	195	344,969	26.84
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	64	121,218	14.16	79	223,291	18.93	113	120,834	25.56	195	344,969	26.84

Note:

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