

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

₹ Crores

SI.No.	Channels	For the quarter ended 31 December 2016			For the quarter ended 31 December 2015			Up to the quarter ended 31 December 2016			Up to the quarter ended 31 December 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	62	124,781	8.97	56	108,657	5.80	156	206,804	19.73	214	392,843	18.24
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	13	14,186	0.10	12	44,271	27.16	32	52,997	14.90	49	105,054	41.56
7	IMF	-	-	-	-	-	-	-	-	-	-	-	-
	Total (A)	75	138,967	9.07	68	152,928	32.96	188	259,801	34.63	263	497,897	59.80
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	75	138,967	9.07	68	152,928	32.96	188	259,801	34.63	263	497,897	59.80

Note:

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