

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

₹ Crores

| SI.No. | Channels | For the quarter ended 31 March 2017 | | | For the quarter ended 31 March 2016 | | | Year ended 31 March 2017 | | | Year ended 31 March 2016 | | |
|--------|--------------------------|-------------------------------------|----------------------|--------------|-------------------------------------|----------------------|--------------|---------------------------------|----------------------|--------------|---------------------------------|----------------------|--------------|
| | | 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 | - | - | - | - | - | - | - | - | - | - | - | - |
| 3 | Corporate Agents -Others | - | - | - | - | - | - | - | - | - | - | - | - |
| 4 | Brokers | 86 | 224,557 | 10.98 | 63 | 89,165 | 6.75 | 242 | 431,361 | 30.71 | 277 | 482,008 | 24.99 |
| 5 | Micro Agents | - | - | - | - | - | - | - | - | - | - | - | - |
| 6 | Direct Business | 16 | 16,543 | 2.26 | 26 | 276,914 | 27.33 | 48 | 69,540 | 17.16 | 75 | 381,968 | 68.89 |
| 7 | IMF | - | - | - | - | - | - | - | - | - | - | - | - |
| | Total (A) | 102 | 241,100 | 13.24 | 90 | 366,089 | 34.08 | 290 | 500,901 | 47.87 | 353 | 863,986 | 93.88 |
| 1 | Referral (B) | - | - | - | - | - | - | - | - | - | - | - | - |
| | Grand Total (A+B) | 102 | 241,100 | 13.24 | 90 | 366,089 | 34.08 | 290 | 500,901 | 47.87 | 353 | 863,986 | 93.88 |

Note:

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