

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

₹ Crores

Sl.No.	Channels	For the quarter ended 30 June 2017			For the quarter ended 30 June 2016			Up to the quarter ended 30 June 2017			Up to the quarter ended 30 June 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	-	-	-	-	-	-	-	-	-	-	-	-
2	Corporate Agents-Banks	-	-	-	-	-	-	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-	-	-	-	-	-	-
4	Brokers	56	285,267	14.82	41	10,425	3.51	56	285,267	14.82	41	10,425	3.51
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	12	546,144	18.63	8	(10,809)	7.88	12	546,144	18.63	8	(10,809)	7.88
7	IMF	-	-	-	-	-	-	-	-	-	-	-	-
	Total (A)	68	831,411	33.45	49	(384)	11.40	68	831,411	33.45	49	(384)	11.40
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	68	831,411	33.45	49	(384)	11.40	68	831,411	33.45	49	(384)	11.40

Note:

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