

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

₹ Crores

Sl.No.	Channels	For the quarter ended 30 September 2017			For the quarter ended 30 September 2016			Up to the quarter ended 30 September 2017			Up to the quarter ended 30 September 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	29	259,878	9.74	53	71,598	7.25	85	545,145	24.53	94	82,023	10.77
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	19	99,916	8.50	11	49,620	6.91	31	646,060	27.14	19	38,811	14.79
7	IMF	-	-	-	-	-	-	-	-	-	-	-	-
	Total (A)	48	359,794	18.24	64	121,218	14.16	116	1,191,205	51.67	113	120,834	25.56
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	48	359,794	18.24	64	121,218	14.16	116	1,191,205	51.67	113	120,834	25.56

Note:

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