

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

₹ Crores

| Sl.No. | Channels                 | For the quarter ended 31 December 2017 |                      |              | For the quarter ended 31 December 2016 |                      |             | Up to the quarter ended 31 December 2017 |                      |              | Up to the quarter ended 31 December 2016 |                      |              |
|--------|--------------------------|--|----------------------|--------------|--|----------------------|-------------|--|----------------------|--------------|--|----------------------|--------------|
|        |                          | No. of Policies/<br>No. of Schemes     | No. of Lives Covered | Premium      | No. of Policies/<br>No. of Schemes     | No. of Lives Covered | Premium     | No. of Policies/<br>No. of Schemes       | No. of Lives Covered | Premium      | No. of Policies/<br>No. of Schemes       | No. of Lives Covered | Premium      |
| 1      | Individual agents        | -                                      | -                    | -            | -                                      | -                    | -           | -  | -                    | -            | -  | -                    | -            |
| 2      | Corporate Agents-Banks   | -                                      | -                    | -            | -                                      | -                    | -           | -  | -                    | -            | -  | -                    | -            |
| 3      | Corporate Agents -Others | -                                      | -                    | -            | -                                      | -                    | -           | -  | -                    | -            | -  | -                    | -            |
| 4      | Brokers                  | 35                                     | 259,858              | 7.77         | 62                                     | 124,781              | 8.97        | 120                                      | 805,003              | 32.31        | 156                                      | 206,804              | 19.73        |
| 5      | Micro Agents             | -                                      | -                    | -            | -                                      | -                    | -           | -  | -                    | -            | -  | -                    | -            |
| 6      | Direct Business          | 10                                     | 37,428               | 29.86        | 13                                     | 14,186               | 0.10        | 41                                       | 683,488              | 57.00        | 32                                       | 52,997               | 14.90        |
| 7      | IMF                      | -                                      | -                    | -            | -                                      | -                    | -           | -  | -                    | -            | -  | -                    | -            |
|        | <b>Total (A)</b>         | <b>45</b>                              | <b>297,286</b>       | <b>37.63</b> | <b>75</b>                              | <b>138,967</b>       | <b>9.07</b> | <b>161</b>                               | <b>1,488,491</b>     | <b>89.31</b> | <b>188</b>                               | <b>259,801</b>       | <b>34.63</b> |
| 1      | Referral (B)             | -                                      | -                    | -            | -                                      | -                    | -           | -  | -                    | -            | -  | -                    | -            |
|        | <b>Grand Total (A+B)</b> | <b>45</b>                              | <b>297,286</b>       | <b>37.63</b> | <b>75</b>                              | <b>138,967</b>       | <b>9.07</b> | <b>161</b>                               | <b>1,488,491</b>     | <b>89.31</b> | <b>188</b>                               | <b>259,801</b>       | <b>34.63</b> |

**Note:**

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