

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)

Sl.No.	Business Acquisition through different channels (Group)												
	Channels	For the quarter 30.06.15			Upto the Period 30.06.15			For the quarter 30.06.14			Upto the Period 30.06.2014		
		No. of Policies/	No. of Lives Covered	Premium (Rs crore)	No. of Policies/	No. of Lives Covered	Premium (Rs crore)	No. of Policies/	No. of Lives Covered	Premium (Rs crore)	No. of Policies/	No. of Lives Covered	Premium (Rs crore)
1	Individual agents	-	-	-	-	-	-	1	105	0.01	1	105	0.01
2	Corporate Agents-Banks				-	-	-						
3	Corporate Agents -Others	2	96783	23.80	2	96783	23.80		66271	14.16		66271	14.16
4	Brokers	15	72791	2.56	15	72791	2.56	1	367	0.02	1	367	0.02
5	Micro Agents	-	-	-									
6	Direct Business	15	713735	15.57	15	713735	15.57	8	216477	8.77	8	216477	8.77
	Total(A)	32	883309	41.93	32	883309	41.93	10	283220	22.97	10	283220	22.97
1	Referral (B)												
	Grand Total (A+B)	32	883309	41.93	32	883309	41.93	10	283220	22.97	10	283220	22.97

Note:

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

