

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

Sl.No.	Channels	Business Acquisition through different channels (Group)											
		For the quarter 30.06.16			Upto the Period 30.06.16			For the quarter 30.06.15			Upto the Period 30.06.15		
		No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (Rs crore)	No. of Policies/ No. of	No. of Lives Covered	Premium (Rs crore)	No. of Policies/ No. of	No. of Lives Covered	Premium (Rs crore)	No. of Policies/ No. of	No. of Lives Covered	Premium (Rs crore)
1	Individual agents												
2	Corporate Agents-Banks												
3	Corporate Agents -Others	5	104882	30.53	5	104882	30.53	2	96783	23.80	2	96783	23.80
4	Brokers	8	156195	6.57	8	156195	6.57	15	72791	2.56	15	72791	2.56
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	13	10241275	55.00	13	10241275	55.00	15	713735	15.57	15	713735	15.57
	Total(A)	26	10502352	92.09	26	10502352	92.09	32	883309	41.93	32	883309	41.93
1	Referral (B)												
	Grand Total (A+B)	26	10502352	92.09	26	10502352	92.09	32	883309	41.93	32	883309	41.93

Note:

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