

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

Sl.No.	Business Acquisition through different channels (Group)												
	Channels	For the quarter 31.12.16			Up to The Period 31.12.16			For the quarter 31.12.15			Up to The Period 31.12.15		
		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	-	-	-	-	-	-	-	21	0.00	-	37	0.00
2	Corporate Agents-Banks	-	0	-	-	3	0.00	-	-	-	-	-	-
3	Corporate Agents -Others	11	74090	17.01	22	249054	63.79	6	141281	36.21	11	371082	91.60
4	Brokers	3	132098	5.38	23	452596	18.84	12	165277	6.89	42	379155	15.21
5	Micro Agents	-	-	-	-	-	-						
6	Direct Business	18	2362245	30.42	72	19712357	133.71	24	1333394	31.90	60	3092551	68.44
	Total(A)	32	2568433	52.81	117	20414010	216.34	42	1639973	75.01	113	3842825	175.25
1	Referral (B)												
	Grand Total (A+B)	32	2568433	52.81	117	20414010	216.34	42	1639973	75.01	113	3842825	175.25

Note:

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