

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

Sl.No.	Business Acquisition through different channels (Group)												
	Channels	For the quarter 30.09.16			Up to The Period 30.09.16			For the quarter 30.09.15			Up to The Period 30.09.15		
		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	-	-	-	-			-	16	0.00	-	16	0.00
2	Corporate Agents-Banks	-	3	0.00	-	3	0.00	-	-	-	-	-	-
3	Corporate Agents -Others	6	70082	16.25	11	174964	46.78	3	133018	31.59	5	229801	55.39
4	Brokers	12	164303	6.89	20	320498	13.46	15	141087	5.76	30	213878	8.32
5	Micro Agents												
6	Direct Business	41	25453946	48.30	54	35695221	103.29	21	1045422	20.97	36	1759157	36.54
	Total(A)	59	25688334	71.44	85	36190686	163.53	39	1319543	58.31	71	2202852	100.24
1	Referral (B)												
	Grand Total (A+B)	59	25688334	71.44	85	36190686	163.53	39	1319543	58.31	71	2202852	100.24

Note:

1. Premium means amount of premium received from business acquired by the source

2. No. of Policies stand for no. of policies sold