

Business Acquisition through different channels (Group)

(Premium figures in crores)

S.No.	Channels	Quarter ended Sep-13			Quarter ended Sep-12			Upto the period ended Sep-13			Upto the period ended Sep-12		
		No. of Policies/ No. of Schemes	No. of Lives Covered	Premium	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium
1	Individual agents	3	33,599	8	13	24,015	80	5	34,626	25	18	38,001	285
2	Corporate Agents-Banks	29	144,554	104	20	152,203	190	39	345,047	398	35	298,021	354
3	Corporate Agents -Others	-	266	0	-	12	2	1	4,753	2	5	1,662	2
4	Brokers	2	1,479	4	5	984	0	4	1,838	7	6	1,111	1
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	15	63,870	101	22	89,581	233	28	117,323	163	32	121,710	436
	Total(A)	49	243,768	218	60	267,595	505	77	503,587	594	96	460,505	1,078
1	Referral (B)												
	Grand Total (A+B)	49	243,768	218	60	267,595	505	77	503,587	594	96	460,505	1,078

Note:

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