

Business Acquisition through different channels (Group) ***

Sl.No.	Channels	Current Quarter (01.10.2014 to 31.12.2014)			Same Quarter Previous year			Up to the period			Same period of the previous year		
		No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (IN CRS)	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (IN CRS)	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (IN CRS)	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (IN CRS)
1	Individual agents	1772	917598	247.772	1505	2242510	113.99	4503	4531828	698.64	4299	6902741	525.41
2	Corporate Agents-Banks	13	10488	1.987	59	25557	18.57	101	39015	11.04	197	44671	23.77
3	Corporate Agents -Other	1	572	0.060	0	0	0.00	2	582	0.10	5	892	0.18
4	Brokers	18	1928	3.242	0	0	0.00	31	21206	5.17	7	553	1.10
5	Micro Agents	0	0	0	0	0	0.00	0	0	0.00	0	0	0.00
6	Direct Business	5533	6899614	7807.174	5735	5476054	13327.21	19723	28919124	27659.50	15974	24139409	33091.78
	Total(A)	7337	7830200	8060.23	7299	7744121	13459.77	24360	33511755	28374.45	20482	31088266	33642.24
1	Referral (B)	0	0	0.00	0	0	0	0	0	0.00	0	0	0.00
	Grand Total (A+B)	7337	7830200	8060.235	7299	7744121	13459.77	24360	33511755	28374.45	20482	31088266	33642.24

Note:

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

Executive Director (P&GS)