<table>
<thead>
<tr>
<th>Sl.No.</th>
<th>Channels</th>
<th>For Q4 2012-13</th>
<th>For Q4 2011-12</th>
<th>FY 2012-13</th>
<th>FY 2011-12</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>No. of Policies</td>
<td>Premium</td>
<td>No. of Policies</td>
<td>Premium</td>
</tr>
<tr>
<td>1</td>
<td>Individual agents</td>
<td>542,593</td>
<td>29,442</td>
<td>367,958</td>
<td>24,813</td>
</tr>
<tr>
<td>2</td>
<td>Corporate Agents-Banks</td>
<td>72,868</td>
<td>11,111</td>
<td>61,827</td>
<td>8,798</td>
</tr>
<tr>
<td>3</td>
<td>Corporate Agents -Others</td>
<td>73,062</td>
<td>2,755</td>
<td>45,959</td>
<td>2,425</td>
</tr>
<tr>
<td>4</td>
<td>Brokers</td>
<td>484,025</td>
<td>47,987</td>
<td>212,591</td>
<td>19,866</td>
</tr>
<tr>
<td>5</td>
<td>Micro Agents</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>6</td>
<td>Direct Business internet</td>
<td>77,785</td>
<td>3,050</td>
<td>62,081</td>
<td>2,460</td>
</tr>
<tr>
<td>7</td>
<td>Direct Business others</td>
<td>1,206,494</td>
<td>69,125</td>
<td>1,414,361</td>
<td>75,373</td>
</tr>
<tr>
<td>Total (A)</td>
<td>2,456,827</td>
<td>163,470</td>
<td>2,164,777</td>
<td>133,736</td>
<td>9,184,198</td>
</tr>
<tr>
<td>1</td>
<td>Referral (B)</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Grand Total (A+B)</td>
<td>2,456,827</td>
<td>163,470</td>
<td>2,164,777</td>
<td>133,736</td>
<td>9,184,198</td>
</tr>
</tbody>
</table>

Note:
1. Premium means amount of premium received from business acquired by the source.
2. Number of Policies stand for number of policies sold.