

**FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)**Name of the Insurer : **SBI LIFE INSURANCE COMPANY LIMITED**

Date: 30th June, 2020

**Business Acquisition through different channels (Group)***(Premium Figures Rs in Crores)*

S.No.	Channels	Quarter ended Jun-20			Quarter ended Jun-19			Upto the period ended Jun-20			Upto the period ended Jun-19		
		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	5	5,871	3	8	3,112	15	5	5,871	3	8	3,112	15
2	Corporate Agents-Banks	12	249,149	430	96	134,948	541	12	249,149	430	96	134,948	541
3	Corporate Agents -Others	1	395	0	2	2,003	5	1	395	0	2	2,003	5
4	Brokers	23	89,798	18	43	120,424	11	23	89,798	18	43	120,424	11
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	50	957,556	1,270	61	855,356	711	50	957,556	1,270	61	855,356	711
	<b>Total(A)</b>	<b>91</b>	<b>1,302,769</b>	<b>1,722</b>	<b>210</b>	<b>1,115,843</b>	<b>1,282</b>	<b>91</b>	<b>1,302,769</b>	<b>1,722</b>	<b>210</b>	<b>1,115,843</b>	<b>1,282</b>
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>91</b>	<b>1,302,769</b>	<b>1,722</b>	<b>210</b>	<b>1,115,843</b>	<b>1,282</b>	<b>91</b>	<b>1,302,769</b>	<b>1,722</b>	<b>210</b>	<b>1,115,843</b>	<b>1,282</b>

**Note:**

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