

**FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)**Name of the Insurer : **SBI LIFE INSURANCE COMPANY LIMITED**Date: **30th September, 2020****Business Acquisition through different channels (Group)***(Premium Figures Rs in Crores)*

S.No.	Channels	Quarter ended Sept-20			Quarter ended Sept-19			Upto the period ended Sept-20			Upto the period ended Sept-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	2	1,41,700	25	9	2,022	35	7	1,47,571	28	17	5,134	50
2	Corporate Agents-Banks	6	2,98,155	1,214	100	1,34,962	580	18	5,47,304	1,644	196	2,69,910	1,120
3	Corporate Agents -Others	4	4,412	1	-	5,981	2	5	4,807	1	2	7,984	7
4	Brokers	66	1,12,324	13	60	2,49,297	8	89	2,02,122	32	103	3,69,721	19
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	71	21,04,302	1,816	55	7,56,778	1,061	121	30,61,858	3,087	116	16,12,134	1,772
	<b>Total(A)</b>	<b>149</b>	<b>26,60,893</b>	<b>3,070</b>	<b>224</b>	<b>11,49,040</b>	<b>1,686</b>	<b>240</b>	<b>39,63,662</b>	<b>4,792</b>	<b>434</b>	<b>22,64,883</b>	<b>2,969</b>
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>149</b>	<b>26,60,893</b>	<b>3,070</b>	<b>224</b>	<b>11,49,040</b>	<b>1,686</b>	<b>240</b>	<b>39,63,662</b>	<b>4,792</b>	<b>434</b>	<b>22,64,883</b>	<b>2,969</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
3. Previous year premium figures have been regrouped.