

FORM L-38- BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)Name of the Insurer : **SBI LIFE INSURANCE COMPANY LIMITED**

Date: 30th September, 2020

Business Acquisition through different channels (Individuals)*(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	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	1,39,279	735	1,40,331	796	2,17,842	1,171	2,46,605	1,355
2	Corporate Agents-Banks	2,47,660	1,947	2,52,697	2,087	3,50,145	2,773	4,34,285	3,353
3	Corporate Agents -Others	17,856	78	8,659	42	24,654	106	13,168	60
4	Brokers	36	0	32	0	64	1	54	0
5	Micro Agents	-	-	-	-	-	-	-	-
6	CSC	-	0	-	-	-	0	-	-
7	Direct Business	4,083	109	2,905	50	5,909	156	5,608	80
	Total (A)	4,08,914	2,870	4,04,624	2,976	5,98,614	4,206	6,99,720	4,848
1	Referral (B)			-	-	-	-	-	-
	Grand Total (A+B)	4,08,914	2,870	4,04,624	2,976	5,98,614	4,206	6,99,720	4,848

Note:

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