

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

Date: 31st March, 2021

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

S.No.	Channels	Quarter ended Mar-21		Quarter ended Mar-20		Upto the period ended Mar-21		Upto the period ended Mar-20	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	2,13,912	1,332	1,58,713	879	5,82,399	3,458	5,73,167	3,240
2	Corporate Agents-Banks	3,14,559	2,689	2,22,295	1,808	9,84,719	8,172	9,27,096	7,586
3	Corporate Agents -Others	25,867	143	13,422	73	72,076	354	38,620	196
4	Brokers	54	0	36	1	163	1	200	1
5	Micro Agents	-	-	-	-	-	-	-	-
6	CSC	-	-	-	-	-	0	-	-
7	Direct Business	6,419	206	3,211	89	17,020	514	12,093	222
	Total (A)	5,60,811	4,370	3,97,677	2,850	16,56,377	12,499	15,51,176	11,245
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	5,60,811	4,370	3,97,677	2,850	16,56,377	12,499	15,51,176	11,245

Note:

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