

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)

Name of the Insurer : **SBI LIFE INSURANCE COMPANY LIMITED**

Date: 30th September, 2019

Business Acquisition through different channels (Group)

(Premium Figures ₹in Crores)

S.No.	Channels	Quarter ended Sept-19			Quarter ended Sept-18			Upto the period ended Sept-19			Upto the period ended Sept-18		
		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	9	2,022	35	24	6,967	9	17	5,134	50	58	17,194	51
2	Corporate Agents-Banks	100	134,962	580	18	99,826	437	196	269,910	1,120	24	198,362	845
3	Corporate Agents -Others	-	5,981	2	3	11,167	2	2	7,984	7	5	16,204	4
4	Brokers	60	249,297	8	26	514,358	8	103	369,721	19	44	561,308	14
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	55	756,778	1,061	85	566,734	648	116	1,612,134	1,772	152	831,284	941
	Total(A)	224	1,149,040	1,686	156	1,199,052	1,103	434	2,264,883	2,969	283	1,624,352	1,854
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	224	1,149,040	1,686	156	1,199,052	1,103	434	2,264,883	2,969	283	1,624,352	1,854

Note:

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