

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

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

Date: 31st December, 2019

Business Acquisition through different channels (Group)

(Premium Figures ₹in Crores)

S.No.	Channels	Quarter ended Dec-19			Quarter ended Dec-18			Upto the period ended Dec-19			Upto the period ended Dec-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	11	4,615	5	13	6,928	6	28	9,749	55	71	24,122	56
2	Corporate Agents-Banks	20	158,200	724	97	119,983	710	216	428,110	1,844	121	318,345	1,555
3	Corporate Agents -Others	2	1,591	1	6	20,018	1	4	9,575	7	11	36,222	5
4	Brokers	47	156,695	10	13	144,694	8	150	526,416	29	57	706,002	22
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	72	1,766,915	685	75	596,495	295	188	3,379,049	2,457	227	1,427,779	1,235
	Total(A)	152	2,088,016	1,424	204	888,118	1,020	586	4,352,899	4,393	487	2,512,470	2,874
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	152	2,088,016	1,424	204	888,118	1,020	586	4,352,899	4,393	487	2,512,470	2,874

Note:

1. Premium means amount of premium received from business acquired by the source

2. No of Policies stand for no. of policies sold