

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

Date: 31st December, 2019

Business Acquisition through different channels (Individuals)*(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	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	167,849	1,006	143,245	785	414,454	2,361	369,436	1,895
2	Corporate Agents-Banks	270,516	2,425	273,375	2,061	704,801	5,777	652,323	4,615
3	Corporate Agents -Others	12,030	63	4,461	15	25,198	123	11,759	37
4	Brokers	110	0	72	0	164	1	185	1
5	Micro Agents	-	-	-	-	-	-	-	-
6	CSC	-	-	-	-	-	-	-	0
7	Direct Business	3,274	53	2,246	16	8,882	133	7,114	49
	Total (A)	453,779	3,547	423,399	2,878	1,153,499	8,394	1,040,817	6,597
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	453,779	3,547	423,399	2,878	1,153,499	8,394	1,040,817	6,597

Note:

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

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