

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

Name of the Insurer : SBI LIFE INSURANCE COMPANY LIMITED

Date: 31st March, 2020

Business Acquisition through different channels (Group)

(Premium Figures ₹in Crores)

S.No.	Channels	Quarter ended Mar-20			Quarter ended Mar-19			Upto the period ended Mar-20			Upto the period ended Mar-19		
		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	10	3,317	13	22	7,736	22	38	13,066	68	93	31,858	79
2	Corporate Agents-Banks	11	1,68,014	567	116	2,27,715	604	227	5,96,124	2,412	237	5,46,060	2,159
3	Corporate Agents -Others	2	1,139	0	2	46,481	2	6	10,714	8	13	82,703	7
4	Brokers	36	1,46,261	13	29	1,68,525	11	186	6,72,677	42	86	8,74,527	32
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	41	27,36,474	361	49	8,88,901	643	229	61,15,523	2,818	276	23,16,680	1,879
	Total(A)	100	30,55,205	955	218	13,39,358	1,282	686	74,08,104	5,348	705	38,51,828	4,156
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	100	30,55,205	955	218	13,39,358	1,282	686	74,08,104	5,348	705	38,51,828	4,156

Note:

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

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