

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

Date: 31st March, 2020

Business Acquisition through different channels (Individuals)*(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	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	1,58,713	879	1,93,294	962	5,73,167	3,240	5,62,730	2,857
2	Corporate Agents-Banks	2,22,295	1,808	2,80,476	2,025	9,27,096	7,586	9,32,799	6,640
3	Corporate Agents -Others	13,422	73	8,152	30	38,620	196	19,911	67
4	Brokers	36	1	23	0	200	1	208	1
5	Micro Agents	-	-	-	-	-	-	-	-
6	CSC	-	-	-	0	-	-	-	0
7	Direct Business	3,211	89	2,677	22	12,093	222	9,791	72
Total (A)		3,97,677	2,850	4,84,622	3,039	15,51,176	11,245	15,25,439	9,636
1	Referral (B)	-	-	-	-	-	-	-	-
Grand Total (A+B)		3,97,677	2,850	4,84,622	3,039	15,51,176	11,245	15,25,439	9,636

Note:

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