

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

Name of the Insurer : **SBI LIFE INSURANCE CO. LTD.**

Date: Upto 30th June, 2018

**Business Acquisition through different channels (Group)**

( ₹ in Crores)

S.No.	Channels	Quarter ended Jun-18			Quarter ended Jun-17			Upto the period ended Jun-18			Upto the period ended Jun-17		
		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	34	10,227	42	18	9,984	51	34	10,227	42	18	9,984	51
2	Corporate Agents-Banks	6	98,536	407	10	100,932	345	6	98,536	407	10	100,932	345
3	Corporate Agents -Others	2	5,037	2	8	2,270	2	2	5,037	2	8	2,270	2
4	Brokers	18	46,950	6	27	69,239	10	18	46,950	6	27	69,239	10
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	67	264,550	293	156	272,743	176	67	264,550	293	156	272,743	176
	<b>Total(A)</b>	<b>127</b>	<b>425,300</b>	<b>750</b>	<b>219</b>	<b>455,168</b>	<b>583</b>	<b>127</b>	<b>425,300</b>	<b>750</b>	<b>219</b>	<b>455,168</b>	<b>583</b>
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>127</b>	<b>425,300</b>	<b>750</b>	<b>219</b>	<b>455,168</b>	<b>583</b>	<b>127</b>	<b>425,300</b>	<b>750</b>	<b>219</b>	<b>455,168</b>	<b>583</b>

**Note:**

1. Premium means amount of premium received from business acquired by the source
2. No of Policies stand for no. of policies sold
3. Previous year premium figures have been regrouped.