

**FORM L-38- BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)**

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

Date: Upto 30th June, 2018

**Business Acquisition through different channels (Individuals)***(₹ 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	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	83,096	441	86,430	397	83,096	441	86,430	397
2	Corporate Agents-Banks	140,286	865	140,499	799	140,286	865	140,499	799
3	Corporate Agents -Others	2,331	7	1,744	6	2,331	7	1,744	6
4	Brokers	50	0	76	0	50	0	76	0
5	Micro Agents	-	-	-	-	-	-	-	-
6	CSC	-	0	88	0	-	0	88	0
7	Direct Business	2,412	13	2,218	16	2,412	13	2,218	16
<b>Total (A)</b>		<b>228,175</b>	<b>1,326</b>	<b>231,055</b>	<b>1,217</b>	<b>228,175</b>	<b>1,326</b>	<b>231,055</b>	<b>1,217</b>
1	Referral (B)	-	-	-	-	-	-	-	-
<b>Grand Total (A+B)</b>		<b>228,175</b>	<b>1,326</b>	<b>231,055</b>	<b>1,217</b>	<b>228,175</b>	<b>1,326</b>	<b>231,055</b>	<b>1,217</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