

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

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

Date: Upto 30th September, 2018

Business Acquisition through different channels (Group)

(₹ in Crores)

S.No.	Channels	Quarter ended Sept-18			Quarter ended Sept-17			Upto the period ended Sept-18			Upto the period ended Sept-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	24	6,967	9	24	59,641	21	58	17,194	51	42	69,625	72
2	Corporate Agents-Banks	18	99,826	437	16	90,098	189	24	198,362	845	26	191,030	533
3	Corporate Agents -Others	3	11,167	2	10	3,681	1	5	16,204	4	18	5,951	2
4	Brokers	26	514,358	8	13	60,178	13	44	561,308	14	40	129,417	23
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	85	566,734	648	228	590,481	150	152	831,284	941	384	863,224	326
	Total(A)	156	1,199,052	1,103	291	804,079	373	283	1,624,352	1,854	510	1,259,247	956
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	156	1,199,052	1,103	291	804,079	373	283	1,624,352	1,854	510	1,259,247	956

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 period premium figures have been regrouped.