

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

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

Date: Upto 31st December, 2018

Business Acquisition through different channels (Group)

(₹ in Crores)

S.No.	Channels	Quarter ended Dec-18			Quarter ended Dec-17			Upto the period ended Dec-18			Upto the period ended Dec-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	13	6,928	6	57	13,557	24	71	24,122	56	99	83,182	97
2	Corporate Agents-Banks	97	119,983	710	8	91,021	167	121	318,345	1,555	34	282,051	700
3	Corporate Agents -Others	6	20,018	1	10	11,864	2	11	36,222	5	28	17,815	4
4	Brokers	13	144,694	8	34	319,977	21	57	706,002	22	74	449,394	43
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	75	596,495	295	351	1,223,361	241	227	1,427,779	1,235	735	2,086,585	567
	Total(A)	204	888,118	1,020	460	1,659,780	455	487	2,512,470	2,874	970	2,919,027	1,411
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	204	888,118	1,020	460	1,659,780	455	487	2,512,470	2,874	970	2,919,027	1,411

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.