

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

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

Date: Upto 31st December 2018

**Business Acquisition through different channels (Individuals)***( ₹ 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	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	143,245	785	136,101	723	369,436	1,895	339,351	1,708
2	Corporate Agents-Banks	273,375	2,061	255,691	1,711	652,323	4,615	624,716	4,014
3	Corporate Agents -Others	4,461	15	3,328	11	11,759	37	7,596	26
4	Brokers	72	0	45	0	185	1	187	1
5	Micro Agents	-	-	-	-	-	-	-	-
6	CSC	-	-	-	0	-	0	88	0
7	Direct Business	2,246	16	2,449	12	7,114	49	6,977	41
	<b>Total (A)</b>	<b>423,399</b>	<b>2,878</b>	<b>397,614</b>	<b>2,457</b>	<b>1,040,817</b>	<b>6,597</b>	<b>978,915</b>	<b>5,789</b>
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>423,399</b>	<b>2,878</b>	<b>397,614</b>	<b>2,457</b>	<b>1,040,817</b>	<b>6,597</b>	<b>978,915</b>	<b>5,789</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