

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

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

Date: Upto 31st March, 2019

**Business Acquisition through different channels (Individuals)***( ₹ in Crores)*

S.No.	Channels	Quarter ended Mar-19		Quarter ended Mar-18		Upto the period ended Mar-19		Upto the period ended Mar-18	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	193,294	962	186,704	918	562,730	2,857	526,055	2,626
2	Corporate Agents-Banks	280,476	2,025	253,899	1,655	932,799	6,640	878,615	5,669
3	Corporate Agents -Others	8,152	30	4,518	17	19,911	67	12,114	43
4	Brokers	23	#	87	#	208	1	274	1
5	Micro Agents	-	-	-	-	-	-	-	-
6	CSC	-	-	-	-	-	-	88	-
7	Direct Business	2,677	22	2,911	28	9,791	72	9,888	68
	<b>Total (A)</b>	<b>484,622</b>	<b>3,039</b>	<b>448,119</b>	<b>2,617</b>	<b>1,525,439</b>	<b>9,636</b>	<b>1,427,034</b>	<b>8,407</b>
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>484,622</b>	<b>3,039</b>	<b>448,119</b>	<b>2,617</b>	<b>1,525,439</b>	<b>9,636</b>	<b>1,427,034</b>	<b>8,407</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

# In the above table denotes amounts less than ₹ 50 lac