

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

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

Date: Upto 30th September, 2017

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

S.No.	Channels	Quarter ended Sept-17			Quarter ended Sept-16			Upto the period ended Sept-17			Upto the period ended Sept-16		
		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	59,641	21	61	14,884	1	42	69,625	72	99	24,765	33
2	Corporate Agents-Banks	16	90,098	189	25	148,073	273	26	191,030	533	38	274,934	657
3	Corporate Agents -Others	10	3,681	1	5	2,163	3	18	5,951	2	5	2,860	6
4	Brokers	13	60,178	13	19	29,750	2	40	129,417	23	45	99,008	11
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	138	0
6	Direct Business	228	590,481	150	80	157,712	1,020	384	863,224	326	103	482,207	1,629
	Total(A)	291	804,079	373	190	352,582	1,300	510	1,259,247	956	290	883,912	2,335
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	291	804,079	373	190	352,582	1,300	510	1,259,247	956	290	883,912	2,335

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 year premium figures have been regrouped.