

FORM L-38- BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)Name of the Insurer : **SBI LIFE INSURANCE CO. LTD.**

Date: 30th September, 2017

Business Acquisition through different channels (Individuals)**(₹ 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	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	116,820	588	103,319	495	203,250	985	170,989	791
2	Corporate Agents-Banks	228,526	1,504	213,274	964	369,025	2,303	343,251	1,486
3	Corporate Agents -Others	2,524	10	1,655	5	4,268	15	2,642	9
4	Brokers	66	0	70	0	142	1	132	1
5	Micro Agents	-	-	1	0	-	-	5	0
6	CSC	-	0	292	0	88	0	509	0
7	Direct Business	2,310	13	2,536	13	4,528	29	4,999	23
	Total (A)	350,246	2,115	321,147	1,478	581,301	3,332	522,527	2,309
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	350,246	2,115	321,147	1,478	581,301	3,332	522,527	2,309

Note:

1. Premium means amount of premium received from business acquired by the source
2. No of Policies stand for no. of policies sold