

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

Date: Upto 31st December, 2017

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

S.No.	Channels	Quarter ended Dec-17		Quarter ended Dec-16		Upto the period ended Dec-17		Upto the period ended Dec-16	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	1,36,101	723	1,10,084	595	3,39,351	1,708	2,81,073	1,386
2	Corporate Agents-Banks	2,55,691	1,711	2,10,191	1,175	6,24,716	4,014	5,53,442	2,660
3	Corporate Agents -Others	3,328	11	1,626	5	7,596	26	4,268	14
4	Brokers	45	0	59	0	187	1	191	1
5	Micro Agents	-	-	1	0	-	-	6	0
6	CSC	-	0	147	0	88	0	656	0
7	Direct Business	2,449	12	1,637	11	6,977	41	6,636	33
Total (A)		3,97,614	2,457	3,23,745	1,786	9,78,915	5,789	8,46,272	4,095
1	Referral (B)	-	-	-	-	-	-	-	-
Grand Total (A+B)		3,97,614	2,457	3,23,745	1,786	9,78,915	5,789	8,46,272	4,095

Note:

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