

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

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

Date: Upto 31st March, 2018

Business Acquisition through different channels (Group)

(₹ in Crores)

S.No.	Channels	Quarter ended Mar-18			Quarter ended Mar-17			Upto the period ended Mar-18			Upto the period ended Mar-17		
		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	43	16,238	26	38	16,026	11	142	99,420	123	191	53,075	59
2	Corporate Agents-Banks	33	261,330	473	50	330,253	414	67	543,381	1,173	108	712,722	1,194
3	Corporate Agents -Others	17	85,194	12	19	100,780	4	45	103,009	16	28	106,747	15
4	Brokers	32	115,417	19	57	56,375	8	106	564,811	63	119	223,954	31
5	Micro Agents	-	-	-	-	604	0	-	-	-	-	825	0
6	Direct Business	328	1,133,129	619	690	1,853,974	391	1,063	3,219,714	1,185	913	2,571,477	2,377
	Total(A)	453	1,611,308	1,148	854	2,358,012	829	1,423	4,530,335	2,559	1,359	3,668,800	3,676
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	453	1,611,308	1,148	854	2,358,012	829	1,423	4,530,335	2,559	1,359	3,668,800	3,676

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.