

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

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

Date: Upto 31st March, 2018

**Business Acquisition through different channels (Individuals)***(₹ 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	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	186,704	918	164,250	819	526,055	2,626	445,323	2,204
2	Corporate Agents-Banks	253,899	1,655	257,535	1,525	878,615	5,669	810,977	4,185
3	Corporate Agents -Others	4,518	17	3,135	9	12,114	43	7,403	23
4	Brokers	87	0	166	1	274	1	357	2
5	Micro Agents	-	-	-	-	-	-	6	0
6	CSC	-	0	188	0	88	0	844	0
7	Direct Business	2,911	28	2,645	20	9,888	68	9,281	53
<b>Total (A)</b>		<b>448,119</b>	<b>2,617</b>	<b>427,919</b>	<b>2,374</b>	<b>1,427,034</b>	<b>8,407</b>	<b>1,274,191</b>	<b>6,468</b>
1	Referral (B)	-	-	-	-	-	-	-	-
<b>Grand Total (A+B)</b>		<b>448,119</b>	<b>2,617</b>	<b>427,919</b>	<b>2,374</b>	<b>1,427,034</b>	<b>8,407</b>	<b>1,274,191</b>	<b>6,468</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