

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

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

Date: Upto 30th June, 2016

**Business Acquisition through different channels (Group)***(Premium figures in crores)*

S.No.	Channels	Quarter ended Jun-16			Quarter ended Jun-15			Upto the period ended Jun-16			Upto the period ended Jun-15		
		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	38	9,881	31	6	2,639	13	38	9,881	31	6	2,639	13
2	Corporate Agents-Banks	15	130,987	383	38	388,711	219	15	130,987	383	38	388,711	219
3	Corporate Agents -Others	-	435	3	-	176	1	-	435	3	-	176	1
4	Brokers	26	69,258	9	4	5,669	3	26	69,258	9	4	5,669	3
5	Micro Agents	-	-	0	-	-	-	-	-	0	-	-	-
6	Direct Business	21	320,769	609	52	4,520,389	286	21	320,769	609	52	4,520,389	286
	<b>Total(A)</b>	<b>100</b>	<b>531,330</b>	<b>1,035</b>	<b>100</b>	<b>4,917,584</b>	<b>522</b>	<b>100</b>	<b>531,330</b>	<b>1,035</b>	<b>100</b>	<b>4,917,584</b>	<b>522</b>
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>100</b>	<b>531,330</b>	<b>1,035</b>	<b>100</b>	<b>4,917,584</b>	<b>522</b>	<b>100</b>	<b>531,330</b>	<b>1,035</b>	<b>100</b>	<b>4,917,584</b>	<b>522</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
3. Previous year premium figures have been regrouped.