

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

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

Date: Upto 30th September, 2016

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

S.No.	Channels	Quarter ended Sept-16			Quarter ended Sept-15			Upto the period ended Sept-16			Upto the period ended Sept-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	61	14,884	1	18	4,659	16	99	24,765	33	24	7,298	30
2	Corporate Agents-Banks	25	148,073	273	37	154,869	119	38	274,934	657	75	543,580	338
3	Corporate Agents -Others	5	2,163	3	-	(3)	1	5	2,860	6	-	173	1
4	Brokers	19	29,750	2	2	1,748	0	45	99,008	11	6	7,417	3
5	Micro Agents	-	-	-	-	-	0	-	138	0	-	-	0
6	Direct Business	80	157,712	1,020	30	1,816,585	363	103	482,207	1,629	82	6,336,974	649
	Total(A)	190	352,582	1,300	87	1,977,858	498	290	883,912	2,335	187	6,895,442	1,020
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	190	352,582	1,300	87	1,977,858	498	290	883,912	2,335	187	6,895,442	1,020

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.