

FORM L-38- BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)Name of the Insurer : **SBI LIFE INSURANCE CO. LTD.**Date: **Upto December 31, 2016****Business Acquisition through different channels (Individuals)***(₹ in Crores)*

S.No.	Channels	Quarter ended Dec-16		Quarter ended Dec-15		Upto the period ended Dec-16		Upto the period ended Dec-15	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	1,10,084	595	1,26,208	511	2,81,073	1,386	2,97,085	1,147
2	Corporate Agents-Banks	2,10,191	1,175	2,74,783	1,026	5,53,442	2,660	5,35,894	1,963
3	Corporate Agents -Others	1,626	5	1,722	7	4,268	14	4,651	15
4	Brokers	59	0	229	1	191	1	897	3
5	Micro Agents	1	0	18	0	6	0	28	0
6	CSC	147	0	152	0	656	0	498	0
7	Direct Business	1,637	11	2,961	11	6,636	33	9,746	32
	Total (A)	3,23,745	1,786	4,06,073	1,556	8,46,272	4,095	8,48,799	3,161
1	Referral (B)			-	-	-	-		
	Grand Total (A+B)	3,23,745	1,786	4,06,073	1,556	8,46,272	4,095	8,48,799	3,161

Note:

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