

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

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

Date: Upto March 31, 2017

Business Acquisition through different channels (Group)

(₹ in Crores)

S.No.	Channels	Quarter ended March-17			Quarter ended March-16			Upto the period ended March-17			Upto the period ended March-16		
		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	16,026	11	82	18,141	21	191	53,075	59	167	41,825	72
2	Corporate Agents-Banks	50	3,30,253	414	47	2,34,222	395	108	7,12,722	1,194	149	9,14,066	844
3	Corporate Agents -Others	19	1,00,780	4	6	28,812	1	28	1,06,747	15	7	29,368	2
4	Brokers	57	56,375	8	14	22,829	5	119	2,23,954	31	26	31,289	7
5	Micro Agents	-	604	0	-	-	0	-	825	0	-	-	0
6	Direct Business	690	18,53,974	391	34	2,07,301	343	913	25,71,477	2,377	156	68,99,691	1,202
	Total(A)	854	23,58,012	829	183	5,11,305	765	1,359	36,68,800	3,676	505	79,16,239	2,128
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	854	23,58,012	829	183	5,11,305	765	1,359	36,68,800	3,676	505	79,16,239	2,128

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.