

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

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

Date: **Upto 31st December, 2015**

**Business Acquisition through different channels (Group)**

(Premium figures in crores)

S.No.	Channels	Quarter ended Dec-15			Quarter ended Dec-14			Upto the period ended Dec-15			Upto the period ended Dec-14		
		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	16,386	21.0423	11	10,066	36.7745	85	23,684	50.5716	19	25,241	80.2051
2	Corporate Agents-Banks	27	1,36,264	110.7698	23	88,487	138.3152	102	6,79,844	449.0191	94	3,30,331	407.6919
3	Corporate Agents -Others	1	383	0.0319	3	3,436	0.5416	1	556	1.3879	7	7,055	2.4279
4	Brokers	6	1,043	0.0832	3	153	2.3289	12	8,460	2.8285	4	1,073	6.3236
5	Micro Agents	-	-	-	-	-	-	-	-	0.0072	-	-	-
6	Direct Business	40	3,55,416	211.0597	37	74,959	273.0707	122	66,92,390	859.6661	78	1,82,942	559.9537
	<b>Total(A)</b>	<b>135</b>	<b>5,09,492</b>	<b>342.9869</b>	<b>77</b>	<b>1,77,101</b>	<b>451.0310</b>	<b>322</b>	<b>74,04,934</b>	<b>1,363.4804</b>	<b>202</b>	<b>5,46,642</b>	<b>1,056.6022</b>
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>135</b>	<b>5,09,492</b>	<b>342.9869</b>	<b>77</b>	<b>1,77,101</b>	<b>451.0310</b>	<b>322</b>	<b>74,04,934</b>	<b>1,363.4804</b>	<b>202</b>	<b>5,46,642</b>	<b>1,056.6022</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.