

FORM L-38- BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)Name of the Insurer : **SBI LIFE INSURANCE CO. LTD.**Date: **31st December, 2015****Business Acquisition through different channels (Individuals)***(Rs 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	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	1,26,208	511.2309	1,20,085	465.3567	2,97,085	1,147.4754	2,96,581	1,079.8693
2	Corporate Agents-Banks	2,74,783	1,026.0679	2,12,940	695.6316	5,35,894	1,963.3867	4,09,472	1,161.4588
3	Corporate Agents -Others	1,722	6.5138	2,742	8.4135	4,651	14.8696	6,514	33.1951
4	Brokers	229	1.0761	528	1.1320	897	3.3108	876	2.1358
5	Micro Agents	18	0.0018	3	0.0001	28	0.0023	3	0.0001
6	CSC	152	0.0370	-	-	498	0.0777	-	-
7	Direct Business	2,961	10.8525	7,355	11.1877	9,746	32.2338	14,959	30.7908
	Total (A)	4,06,073	1,555.7800	3,43,653	1,181.7216	8,48,799	3,161.3562	7,28,405	2,307.4499
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	4,06,073	1,555.7800	3,43,653	1,181.7216	8,48,799	3,161.3562	7,28,405	2,307.4499

Note:

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