

FORM L-38- BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)

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

Date: 31st March, 2016

Business Acquisition through different channels (Individuals)*(Rs in Crores)*

S.No.	Channels	Quarter ended Mar-16		Quarter ended Mar-15		Upto the period ended Mar-16		Upto the period ended Mar-15	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	1,65,193	733	1,68,177	639	4,62,278	1,881	4,64,758	1,719
2	Corporate Agents-Banks	2,52,313	1,060	2,20,459	783	7,88,207	3,024	6,29,931	1,944
3	Corporate Agents -Others	2,558	8	3,092	8	7,209	23	9,606	41
4	Brokers	209	1	1,381	4	1,106	4	2,257	6
5	Micro Agents	37	0	14	0	65	0	17	0
6	CSC	529	0	-	-	1,027	0	-	-
7	Direct Business	3,372	14	4,366	15	13,118	46	19,325	46
	Total (A)	4,24,211	1,817	3,97,489	1,450	12,73,010	4,978	11,25,894	3,757
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	4,24,211	1,817	3,97,489	1,450	12,73,010	4,978	11,25,894	3,757

Note:

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