

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

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

Date: 30th June, 2013

Business Acquisition through different channels (Group)

(Premium figures in crores)

S.No.	Channels	Quarter ended Jun-13			Quarter ended Jun-12			Upto the period ended Jun-13			Upto the period ended Jun-12		
		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	2	1,027	17	5	13,186	205	2	1,027	17	5	13,186	205
2	Corporate Agents-Banks	10	200,493	294	15	145,818	164	10	200,493	294	15	145,818	164
3	Corporate Agents -Others	1	4,487	2	5	1,650	1	1	4,487	2	5	1,650	1
4	Brokers	2	359	2	1	127	1	2	359	2	1	127	1
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	13	53,453	61	10	32,129	203	13	53,453	61	10	32,129	203
	Total(A)	28	259,819	376	36	192,910	573	28	259,819	376	36	192,910	573
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	28	259,819	376	36	192,910	573	28	259,819	376	36	192,910	573

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.