

**FORM L-38- BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)**Name of the Insurer : **SBI LIFE INSURANCE CO. LTD.**Date: **30th September, 2013****Business Acquisition through different channels (Individuals)****(Rs in Crores)**

S.No.	Channels	Quarter ended Sep-13		Quarter ended Sep-12		Upto the period ended Sep-13		Upto the period ended Sep-12	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	169,182	414	128,712	271	237,672	608	199,139	459
2	Corporate Agents-Banks	100,289	357	74,537	200	142,597	493	113,006	310
3	Corporate Agents -Others	2,491	8	1,787	4	4,061	12	2,918	7
4	Brokers	902	4	2,970	12	1,894	8	5,485	21
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	1,589	10	561	5	3,098	19	1,030	13
	<b>Total (A)</b>	<b>274,453</b>	<b>793</b>	<b>208,567</b>	<b>493</b>	<b>389,322</b>	<b>1,139</b>	<b>321,578</b>	<b>811</b>
1	<b>Referral (B)</b>	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>274,453</b>	<b>793</b>	<b>208,567</b>	<b>493</b>	<b>389,322</b>	<b>1,139</b>	<b>321,578</b>	<b>811</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