

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

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

Date: 30th June' 2012

Business Acquisition through different channels (Group)

(Premium figures in crores)

S.No.	Channels	Quarter ended Jun-12			Quarter ended Jun-11			Upto the period ended Jun-12			Upto the period ended Jun-11		
		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	5	13,186	205	5	1,003	7	5	13,186	205	5	1,003	7
2	Corporate Agents-Banks	15	145,818	164	43	93,847	198	15	145,818	164	43	93,847	198
3	Corporate Agents -Others	5	1,650	1	-	194	2	5	1,650	1	-	194	2
4	Brokers	1	127	1	2	250	1	1	127	1	2	250	1
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	10	32,129	203	11	76,418	209	10	32,129	203	11	76,418	209
	Total(A)	36	192,910	573	61	171,712	418	36	192,910	573	61	171,712	418
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	36	192,910	573	61	171,712	418	36	192,910	573	61	171,712	418

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.