

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

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

Date: 30th June' 2012

Business Acquisition through different channels (Individuals)*(Rs 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	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	70,427	188	70,400	255	70,427	188	70,400	255
2	Corporate Agents-Banks	38,469	109	27,844	182	38,469	109	27,844	182
3	Corporate Agents -Others	1,131	3	4,502	10	1,131	3	4,502	10
4	Brokers	2,515	10	7,736	27	2,515	10	7,736	27
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	469	8	115	0	469	8	115	0
Total (A)		113,011	318	110,597	475	113,011	318	110,597	475
1	Referral (B)	-	-	-	-	-	-	-	-
Grand Total (A+B)		113,011	318	110,597	475	113,011	318	110,597	475

Note:

1. Premium means amount of premium received from business acquired by the source

2. No of Policies stand for no. of policies sold