

**FORM L-38- BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)**Name of the Insurer : **SBI LIFE INSURANCE CO. LTD.**Date: **30/09/2012****Business Acquisition through different channels (Individuals)***(Premium figures in crores)*

S.No.	Channels	Quarter ended Sep-12		Quarter ended Sep-11		Upto the period ended Sep-12		Upto the period ended Sep-11	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	128,712	271	145,907	403	199,139	459	216,307	658
2	Corporate Agents-Banks	74,537	200	83,460	418	113,006	310	111,304	601
3	Corporate Agents -Others	1,787	4	6,858	14	2,918	7	11,360	25
4	Brokers	2,970	12	7,460	26	5,485	21	15,196	53
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	561	5	68	0	1,030	13	183	0
	<b>Total (A)</b>	<b>208,567</b>	<b>493</b>	<b>243,753</b>	<b>862</b>	<b>321,578</b>	<b>811</b>	<b>354,350</b>	<b>1,337</b>
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>208,567</b>	<b>493</b>	<b>243,753</b>	<b>862</b>	<b>321,578</b>	<b>811</b>	<b>354,350</b>	<b>1,337</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