

FORM L-38- BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)Name of the Insurer : **SBI LIFE INSURANCE CO. LTD.**Date: **31st March, 2013****Business Acquisition through different channels (Individuals)***(Rs in Crores)*

S.No.	Channels	Quarter ended Mar-13		Quarter ended Mar-12		Upto the period ended Mar-13		Upto the period ended Mar-12	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	184,677	604	193,491	702	514,502	1,476	529,064	1,730
2	Corporate Agents-Banks	121,291	470	117,903	519	350,735	1,228	312,329	1,485
3	Corporate Agents -Others	4,293	7	2,972	11	8,876	18	18,100	46
4	Brokers	3,205	13	2,489	15	11,610	46	21,664	81
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	1,333	13	145	1	2,947	33	393	2
	Total (A)	314,799	1,107	317,000	1,249	888,670	2,801	881,550	3,343
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	314,799	1,107	317,000	1,249	888,670	2,801	881,550	3,343

Note:

1. Premium means amount of premium received from business acquired by the source
2. No of Policies stand for no. of policies sold