

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

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

Date: September 30, 2010

Business Acquisition through different channels (Individuals)*(Premium figures in Crores)*

S.No.	Channels	For the Quarter September 30, 2010		For the Quarter September 30, 2009		Upto the Quarter September 30, 2010		Upto the Quarter September 30, 2009	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	163,131	776	259,153	484	238,566	1,096	362,924	838
2	Corporate Agents-Banks	114,764	622	108,207	343	155,689	806	158,393	516
3	Corporate Agents -Others	6,623	23	8,791	24	10,658	36	12,059	35
4	Brokers	4,127	18	4,534	11	6,703	28	6,959	19
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	-	-	120	0	-	-	584	0
	Total (A)	288,645	1,439	380,805	862	411,617	1,966	540,919	1,409
1	Referral (B)	-	-	-	0	-	-	13	0
	Grand Total (A+B)	288,645	1,439	380,805	862	411,617	1,966	540,932	1,409

Note:

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

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