

FORM L-38- BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)Name of the Insurer : **SBI LIFE INSURANCE CO. LTD.**

Date: Upto 30th september 2018

Business Acquisition through different channels (Individuals)**(₹ in Crores)**

S.No.	Channels	Quarter ended Sept-18		Quarter ended Sept-17		Upto the period ended Sept-18		Upto the period ended Sept-17	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	143,095	668	116,820	588	226,191	1,109	203,250	985
2	Corporate Agents-Banks	238,662	1,689	228,526	1,504	378,948	2,554	369,025	2,303
3	Corporate Agents -Others	4,967	15	2,524	10	7,298	22	4,268	15
4	Brokers	63	0	66	0	113	0	142	1
5	Micro Agents	-	-	-	-	-	-	-	-
6	CSC	-	(0)	-	0	-	0	88	0
7	Direct Business	2,456	20	2,310	13	4,868	33	4,528	29
Total (A)		389,243	2,393	350,246	2,115	617,418	3,719	581,301	3,332
1	Referral (B)	-	-	-	-	-	-	-	-
Grand Total (A+B)		389,243	2,393	350,246	2,115	617,418	3,719	581,301	3,332

Note:

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