

PERIODIC DISCLOSURES

FORM L-38 Business Acquisition through different channels (Individuals)

Insurer: **BHARTI AXA LIFE INSURANCE COMPANY LIMITED** Date: **31/03/08**

(Rs in Lakhs)

Sl.No.	Business Acquisition through different channels (Individuals)								
	Channels	Current Quarter		Same quarter Previous Year		Up to the period		Same period of the previous year	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents					40419	6,134.80	2908	392.54
2	Corporate Agents-Banks					669	94.19	0	-
3	Corporate Agents -Others					0	-	217	-
4	Brokers					3695	782.89	0	64.36
5	Micro Agents					0	-	0	-
6	Direct Business					29291	3,986.58	480	0.96
	Total (A)					74074	10,998.46	3605	457.86
1	Referral (B)					0	-	2095	318.37
	Grand Total (A+B)					74074	10,998.46	5700	776.23

Note:

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