

FORM L-37 : BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)

Insurer: Bharti AXA Life Insurance Company Limited

Date: 30-Sep-12

(Rs in Crores)

Business Acquisition through different channels (Group)													
Sl.No.	Channels	For the Quarter Ended 30 st Sep 2012			For the Quarter Ended 30 st Sep 2011			For the Year Ended 30st Sep 2012			For the Year Ended 30st Sep 2011		
		No. of Policies/ No. of Schemes	No. of Lives Covered	Premium	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium
1	Individual agents												
2	Corporate Agents-Banks												
3	Corporate Agents -Others												
4	Brokers												
5	Micro Agents												
6	Direct Business	2	3,077	7.55	-	2,555	7	2	5,532	13	1	4,610	13.33
	Total(A)	2	3,077	7.55	-	2,555	7.37	2	5,532	13.35	1	4,610	13.33
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	2	3,077	7.55	-	2,555	7.37	2	5,532	13.35	1	4,610	13.33

Note:

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