

**Bharti AXA Life Insurance Company Limited**  
**FORM L-25- (ii) : GEOGRAPHICAL DISTRIBUTION CHANNEL - GROUP**

Date: 30 June, 2013

(Rs in Crores)

| Geographical Distribution of Total Business- GROUP |                           |                 |              |                    |                        |                 |              |                    |                        |                        |              |                    |                        |
|----------------------------------------------------|---------------------------|-----------------|--------------|--------------------|------------------------|-----------------|--------------|--------------------|------------------------|------------------------|--------------|--------------------|------------------------|
| Sl.No.                                             | State / Union Territory   | Rural (Group)   |              |                    |                        | Urban (Group)   |              |                    |                        | Total Business (Group) |              |                    |                        |
|                                                    |                           | No. of Policies | No. of Lives | Premium (Rs crore) | Sum Assured (Rs crore) | No. of Policies | No. of Lives | Premium (Rs crore) | Sum Assured (Rs crore) | No. of Policies        | No. of Lives | Premium (Rs crore) | Sum Assured (Rs crore) |
| 1                                                  | Andhra Pradesh            | -               | -            | -                  | -                      | -               | 65           | 0.27               | 19.68                  | -                      | 65           | 0.27               | 20                     |
| 2                                                  | Arunachal Pradesh         | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 3                                                  | Assam                     | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 4                                                  | Bihar                     | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 5                                                  | Chattisgarh               | -               | -            | -                  | -                      | -               | 60           | 0.12               | 8.58                   | -                      | 60           | 0.12               | 9                      |
| 6                                                  | Goa                       | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 7                                                  | Gujarat                   | -               | -            | -                  | -                      | 1               | 1,555        | 2.47               | 139.28                 | 1                      | 1,555        | 2.47               | 139                    |
| 8                                                  | Haryana                   | -               | -            | -                  | -                      | 1               | 1            | 0.00               | 0.03                   | -                      | 1            | 0.00               | 0                      |
| 9                                                  | Himachal Pradesh          | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 10                                                 | Jammu & Kashmir           | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 11                                                 | Jharkhand                 | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 12                                                 | Karnataka                 | -               | -            | -                  | -                      | -               | 106          | 0.56               | 51.55                  | -                      | 106          | 0.56               | 52                     |
| 13                                                 | Kerala                    | -               | -            | -                  | -                      | -               | 10           | 0.03               | 4.92                   | -                      | 10           | 0.03               | 5                      |
| 14                                                 | Madhya Pradesh            | -               | -            | -                  | -                      | -               | 181          | 0.23               | 11.92                  | -                      | 181          | 0.23               | 12                     |
| 15                                                 | Maharashtra               | -               | -            | -                  | -                      | 1               | 1,248        | 3.64               | 223.68                 | 1                      | 1,248        | 3.64               | 224                    |
| 16                                                 | Manipur                   | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 17                                                 | Manthalava                | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 18                                                 | Mizoram                   | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 19                                                 | Nagaland                  | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 20                                                 | Orissa                    | -               | -            | -                  | -                      | -               | 5            | 0.03               | 1.96                   | -                      | 5            | 0.03               | 2                      |
| 21                                                 | Punjab                    | -               | -            | -                  | -                      | -               | 334          | 0.27               | 27.78                  | -                      | 334          | 0.27               | 28                     |
| 22                                                 | Rajasthan                 | -               | -            | -                  | -                      | -               | 437          | 0.38               | 24.56                  | -                      | 437          | 0.38               | 25                     |
| 23                                                 | Sikkim                    | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 24                                                 | Tamil Nadu                | -               | -            | -                  | -                      | -               | 224          | 0.62               | 44.91                  | -                      | 224          | 0.62               | 45                     |
| 25                                                 | Tripora                   | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 26                                                 | Uttar Pradesh             | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 27                                                 | Uttarakhand               | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 28                                                 | West Bengal               | -               | -            | -                  | -                      | -               | 96           | 0.13               | 12.75                  | -                      | 96           | 0.13               | 13                     |
| 29                                                 | Andaman & Nicobar Islands | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 30                                                 | Chandigarh                | -               | -            | -                  | -                      | -               | 28           | 0.01               | 1.16                   | -                      | 28           | 0.01               | 1                      |
| 31                                                 | Dadra & Nagarhaveli       | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 32                                                 | Daman & Diu               | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 33                                                 | Delhi                     | -               | -            | -                  | -                      | -               | 147          | 0.77               | 65.37                  | -                      | 147          | 0.77               | 65                     |
| 34                                                 | Lakshadweep               | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| 35                                                 | Puducherry                | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -                      | -            | -                  | -                      |
| <b>Total</b>                                       |                           | -               | -            | -                  | -                      | <b>2</b>        | <b>4,497</b> | <b>9.54</b>        | <b>638.13</b>          | <b>2</b>               | <b>4,497</b> | <b>9.54</b>        | <b>638.13</b>          |

**Bharti AXA Life Insurance Company Limited**  
**FORM L-25- (ii) : GEOGRAPHICAL DISTRIBUTION CHANNEL - GROUP**

Date: 30 June, 2012

| Geographical Distribution of Total Business- GROUP |                           |                 |              |                    |                        |                 |              |                    |                        |                 |              |                    |                        |
|----------------------------------------------------|---------------------------|-----------------|--------------|--------------------|------------------------|-----------------|--------------|--------------------|------------------------|-----------------|--------------|--------------------|------------------------|
| Sl.No.                                             | State / Union Territory   | No. of Policies | No. of Lives | Rural              |                        | No. of Policies | No. of Lives | Urban              |                        | No. of Policies | No. of Lives | Total Business     |                        |
|                                                    |                           |                 |              | Premium (Rs crore) | Sum Assured (Rs crore) |                 |              | Premium (Rs crore) | Sum Assured (Rs crore) |                 |              | Premium (Rs crore) | Sum Assured (Rs crore) |
| 1                                                  | Andhra Pradesh            | -               | -            | -                  | -                      | -               | 33           | 0.16               | 16.42                  | -               | 33           | 0.16               | 16                     |
| 2                                                  | Arunachal Pradesh         | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 3                                                  | Assam                     | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 4                                                  | Bihar                     | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 5                                                  | Chattisgarh               | -               | -            | -                  | -                      | -               | 79           | 0.20               | 14.94                  | -               | 79           | 0.20               | 15                     |
| 6                                                  | Goa                       | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 7                                                  | Gujarat                   | -               | -            | -                  | -                      | -               | 915          | 1.26               | 77.61                  | -               | 915          | 1.26               | 78                     |
| 8                                                  | Haryana                   | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 9                                                  | Himachal Pradesh          | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 10                                                 | Jammu & Kashmir           | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 11                                                 | Jharkhand                 | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 12                                                 | Karnataka                 | -               | -            | -                  | -                      | -               | 54           | 0.11               | 6.38                   | -               | 54           | 0.11               | 6                      |
| 13                                                 | Kerala                    | -               | -            | -                  | -                      | -               | 5            | 0.02               | 2.36                   | -               | 5            | 0.02               | 2                      |
| 14                                                 | Madhya Pradesh            | -               | -            | -                  | -                      | -               | 189          | 0.22               | 9.16                   | -               | 189          | 0.22               | 9                      |
| 15                                                 | Maharashtra               | -               | -            | -                  | -                      | -               | 864          | 2.19               | 129.67                 | -               | 864          | 2.19               | 130                    |
| 16                                                 | Manipur                   | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 17                                                 | Meghalaya                 | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 18                                                 | Mizoram                   | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 19                                                 | Nagaland                  | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 20                                                 | Orissa                    | -               | -            | -                  | -                      | -               | 8            | 0.21               | 5.30                   | -               | 8            | 0.21               | 5                      |
| 21                                                 | Punjab                    | -               | -            | -                  | -                      | -               | 32           | 0.36               | 22.53                  | -               | 32           | 0.36               | 23                     |
| 22                                                 | Rajasthan                 | -               | -            | -                  | -                      | -               | 107          | 0.14               | 9.73                   | -               | 107          | 0.14               | 10                     |
| 23                                                 | Sikkim                    | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 24                                                 | Tamil Nadu                | -               | -            | -                  | -                      | -               | 100          | 0.26               | 17.08                  | -               | 100          | 0.26               | 17                     |
| 25                                                 | Triprura                  | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 26                                                 | Uttar Pradesh             | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 27                                                 | Uttarakhand               | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 28                                                 | West Bengal               | -               | -            | -                  | -                      | -               | 12           | 0.10               | 7.13                   | -               | 12           | 0.10               | 7                      |
| 29                                                 | Andaman & Nicobar Islands | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 30                                                 | Chandigarh                | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 31                                                 | Dadra & Nagarhaveli       | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 32                                                 | Daman & Diu               | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 33                                                 | Delhi                     | -               | -            | -                  | -                      | -               | 57           | 0.57               | 42.34                  | -               | 57           | 0.57               | 42                     |
| 34                                                 | Lakshadweep               | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
| 35                                                 | Puducherry                | -               | -            | -                  | -                      | -               | -            | -                  | -                      | -               | -            | -                  | -                      |
|                                                    | <b>Total</b>              | -               | -            | -                  | -                      | -               | <b>2,455</b> | <b>5.80</b>        | <b>360.63</b>          | -               | <b>2,455</b> | <b>5.80</b>        | <b>360.63</b>          |