

Bharti AXA Life Insurance Company Limited									
FORM L-38- BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)									
Date: 31st March, 2016									
									
(Rs in Crores)									
Business Acquisition through different channels (Individuals)									
Sl.No.	Channels	For the Quarter Ended 31st March, 2016		For the Quarter Ended 31st March, 2015		For the Year Ended 31st March, 2016		For the Year Ended 31st March, 2015	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	13,184	45.93	11,846	44.10	36,892	118.35	32,645	115.62
2	Corporate Agents-Banks	-	-	-	-	-	-	-	-
3	Corporate Agents -Others	255	1.09	517	2.64	966	3.84	1,365	6.59
4	Brokers	12,750	54.34	10,181	50.24	35,988	181.50	35,646	170.81
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	12,099	20.81	12,807	24.53	22,909	58.99	24,478	60.69
	Total (A)	38,288	122.16	35,351	121.51	96,755	362.67	94,134	353.71
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	38,288	122.16	35,351	121.51	96,755	362.67	94,134	353.71

Note:

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