

Bharti AXA Life Insurance Company Limited									
FORM L-38- BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)									
Date: 31st December, 2016									
Business Acquisition through different channels (Individuals)									
Sl.No.	Channels	For the Quarter Ended 31st December, 2016		For the Quarter Ended 31st December, 2015		For the Year Ended 31st December, 2016		For the Year Ended 31st December, 2015	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	10,083	37.97	9,954	30.16	25,856	89	23,708	72
2	Corporate Agents-Banks	-	-	-	-	-	-	-	-
3	Corporate Agents -Others	1,533	7.14	165	0.70	3,691	16	711	3
4	Brokers	10,891	45.72	9,796	52.21	29,033	122	23,238	127
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	3,612	18.66	4,086	15.39	8,844	43	10,810	38
	Total (A)	26,119	109.50	24,001	98.46	67,424	270.39	58,467	240.51
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	26,119	109.50	24,001	98.46	67,424	270.39	58,467	240.51

Note:

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