

Bharti AXA Life Insurance Company Limited
FORM L-37 - BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)

Date: 31st March, 2018



(Rs in Crores)

Business Acquisition through different channels (Group)													
Sl.No.	Channels	For the Quarter Ended 31st March, 2018			For the Quarter Ended 31st March, 2017			For the Year Ended 31st March, 2018			For the Year Ended 31st March, 2017		
		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	4	18,770	89.65	1	19,552	42.73	6	62,699	263	4	53,891	205.57
	Total(A)	4	18,770	89.65	1	19,552	42.73	6	62,699	262.79	4	53,891	205.57
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	4	18,770	89.65	1	19,552	42.73	6	62,699	262.79	4	53,891	205.57

Note:

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