

Bharti AXA Life Insurance Company Limited

FORM L-38- BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)

Date: 30th June, 2017



(Rs in Crores)

Business Acquisition through different channels (Individuals)									
Sl.No.	Channels	For the Quarter Ended 30th June, 2017		For the Quarter Ended 30th June, 2016		For the Year Ended 30th June, 2017		For the Year Ended 30th June, 2016	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	8,002	24.52	7,298	21.62	8,002	25	7,298	22
2	Corporate Agents-Banks	18	0.04	-	-	18	0	-	-
3	Corporate Agents -Others	676	4.17	685	2.42	676	4	685	2
4	Brokers	4,784	24.52	7,895	35.78	4,784	25	7,895	36
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	2,744	9.71	2,095	9.25	2,744	10	2,095	9
	Total (A)	16,224	62.95	17,973	69.08	16,224	62.95	17,973	69.08
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	16,224	62.95	17,973	69.08	16,224	62.95	17,973	69.08

Note:

1. Premium means amount of premium received from business acquired by the source

2. No of Policies stand for no. of policies sold