

Bharti AXA Life Insurance Company Limited

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

Date: 30th September, 2017



(Rs in Crores)

Business Acquisition through different channels (Individuals)									
Sl.No.	Channels	For the Quarter Ended 30th September, 2017		For the Quarter Ended 30th September, 2016		For the Year Ended 30th September, 2017		For the Year Ended 30th September, 2016	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	10,592	34.69	8,475	29.18	18,594	59.22	15,773	51
2	Corporate Agents-Banks	17	0.05	-	-	35	0	-	-
3	Corporate Agents -Others	1,751	4.23	1,473	6.36	2,427	8	2,158	9
4	Brokers	6,958	36.43	10,247	40.73	11,742	61	18,142	77
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	3,991	16.09	3,137	15.54	6,735	26	5,232	25
	Total (A)	23,309	91.50	23,332	91.81	39,533	154.45	41,305	160.89
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	23,309	91.50	23,332	91.81	39,533	154.45	41,305	160.89

Note:

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