

Bharti AXA Life Insurance Company Limited

FORM L-37 - BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)

Date: 31st March, 2019



(Rs in Crores)

Business Acquisition through different channels (Group)													
Sl.No.	Channels	For the Quarter Ended 31st March, 2019			For the Quarter Ended 31st March, 2018			For the Year Ended 31st March, 2019			For the Year Ended 31st March, 2018		
		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	-	11,143	0.11	-	-	-	1	21,691	0.37	-	-	-
3	Corporate Agents -Others	-	25	0.27	-	-	-	-	71	0.68	-	-	-
4	Brokers	-	-	-	-	-	-	-	-	-	-	-	-
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	4	14,076	66.54	4	18,770	89.65	11	62,521	265.50	6	62,699	262.79
	Total(A)	4	25,244	66.92	4	18,770	89.65	12	84,283	266.56	6	62,699	262.79
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	4	25,244	66.92	4	18,770	89.65	12	84,283	266.56	6	62,699	262.79

Note:

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