

Bharti AXA Life Insurance Company Limited									
FORM L-38- BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)									
Date: 31st March, 2019									
 jeevan suraksha ka naya nazariya									
Business Acquisition through different channels (Individuals)									
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	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	23,130	78.21	19,518	69.79	71,418	219	51,185	174
2	Corporate Agents-Banks	20	0.02	28	0.05	52	0	73	0
3	Corporate Agents -Others	4,766	16.16	3,607	13.66	18,519	56	8,493	28
4	Brokers	13,782	110.61	11,567	84.52	40,865	301	31,312	187
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	25,171	21.71	21,914	31.41	36,845	69	32,867	78
	Total (A)	66,869	226.70	56,634	199.42	1,67,699	644.11	1,23,930	467.91
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	66,869	226.70	56,634	199.42	1,67,699	644.11	1,23,930	467.91

Note:

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