

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

Date: 30th September, 2019



(Rs in Crores)

Business Acquisition through different channels (Group)													
Sl.No.	Channels	For the Quarter Ended 30th September, 2019			For the Quarter Ended 30th September, 2018			For the Year Ended 30th September, 2019			For the Year Ended 30th September, 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	1	2,979	0	1	6,866	0.18	1	11,702	0.19	1	6,866	0.18
3	Corporate Agents -Others	-	2	(0)	-	-	-	-	66	0.44	-	-	-
4	Brokers	-	-	-	-	-	-	-	-	-	-	-	-
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	-	14,696	61	3	13,143	70.32	2	29,606	120.65	3	24,702	134.08
	Total(A)	1	17,677	61.26	4	20,009	70.50	3	41,374	121.28	4	31,568	134.26
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	1	17,677	61.26	4	20,009	70.50	3	41,374	121.28	4	31,568	134.26

Note:

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