

Bharti AXA Life Insurance Company Limited									
FORM L-38- BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)									
Date: 30th September, 2019									
									
(Rs in Crores)									
Business Acquisition through different channels (Individuals)									
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	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	15,653	51.95	16,948	51.21	28,770	92	30,080	85
2	Corporate Agents-Banks	20,759	7.43	10	0.02	49,757	10	25	0
3	Corporate Agents -Others	3,329	11.86	5,309	15.06	6,076	20	9,076	26
4	Brokers	10,932	72.66	9,910	66.79	20,120	141	16,957	118
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	4,374	17.30	4,831	19.52	13,044	31	8,272	34
	Total (A)	55,047	161.20	37,008	152.60	1,17,767	292.99	64,410	263.21
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	55,047	161.20	37,008	152.60	1,17,767	292.99	64,410	263.21

Note:

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