

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

Date: 31st March, 2020



(Rs in Crores)

Business Acquisition through different channels (Group)													
Sl.No.	Channels	For the Quarter Ended 31st March, 2020			For the Quarter Ended 31st March, 2019			For the Year Ended 31st March, 2020			For the Year Ended 31st March, 2019		
		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	5	2,971	3	-	11,143	0	6	12,788	3	1	21,691	0
3	Corporate Agents -Others	-	13	0	-	25	0	-	79	0	-	71	1
4	Brokers	-	-	-	-	-	-	-	-	-	-	-	-
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	5	3,94,282	36	4	14,076	67	10	4,67,789	190	11	62,521	266
	Total(A)	10	3,97,266	39	4	25,244	67	16	4,80,656	194	12	84,283	267
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	10	3,97,266	39	4	25,244	67	16	4,80,656	194	12	84,283	267

Note:

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