

Bharti AXA Life Insurance Company Limited									
FORM L-38- BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)									
Date: 30th September, 2020									
									
(Rs in Crores)									
Business Acquisition through different channels (Individuals)									
Sl.No.	Channels	For the Quarter Ended 30th September, 2020		For the Quarter Ended 30th September, 2019		For the Year Ended 30th September, 2020		For the Year Ended 30th September, 2019	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	11,325	79	15,653	52	22,838	116.70	28,770	92
2	Corporate Agents-Banks	2,105	8	20,759	7	3,248	12.08	49,757	10
3	Corporate Agents -Others	5,376	28	3,329	12	7,882	38.62	6,076	20
4	Brokers	3,754	26	10,932	73	7,714	59.15	20,120	141
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	4,063	32	4,374	17	6,409	42.16	13,044	31
	Total (A)	26,623	174.09	55,047	161.20	48,091	268.71	1,17,767	292.99
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	26,623	174.09	55,047	161.20	48,091	268.71	1,17,767	292.99

Note:

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