

Bharti AXA Life Insurance Company Limited

FORM L-38- BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)

Date: 30th June, 2021



(Rs in Crores)

Business Acquisition through different channels (Individuals)									
Sl.No.	Channels	For the Quarter Ended 30th June, 2021		For the Quarter Ended 30th June, 2020		For the Year Ended 30th June, 2021		For the Year Ended 30th June, 2020	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	9,924	58	11,513	38	9,924	58.10	11,513	38
2	Corporate Agents-Banks	1,401	6	1,143	4	1,401	5.57	1,143	4
3	Corporate Agents -Others	3,304	26	2,506	10	3,304	25.83	2,506	10
4	Brokers	1,970	16	3,960	33	1,970	15.75	3,960	33
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	2,939	15	2,323	10	2,939	15	2,323	10
7	Web Aggregators	27	0.08	23	0	27	0.08	23	0
	Total (A)	19,565	120.24	21,468	94.61	19,565	120.24	21,468	94.61
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	19,565	120.24	21,468	94.61	19,565	120.24	21,468	94.61

Note:

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