

Bharti AXA Life Insurance Company Limited

FORM L-37 - BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)

Date: 30th September, 2015



(Rs in Crores)

Business Acquisition through different channels (Group)

Sl.No.	Channels	For the Quarter Ended 30th September, 2015			For the Quarter Ended 30th September, 2014			For the Year Ended 30th September, 2015			For the Year Ended 30th September, 2014		
		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	-	-	-	-	-	-	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-	-	-	-	-	-	-
4	Brokers	-	272	0.06	-	786	0.14	-	286	0.16	-	1,605	0.30
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	-	10,137	42.14	3	8,714	28.94	-	19,750	75.12	4	16,603	53.03
	Total(A)	-	10,409	42.20	3	9,500	29.09	-	20,036	75.28	4	18,208	53.32
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	-	10,409	42.20	3	9,500	29.09	-	20,036	75.28	4	18,208	53.32

Note:

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