

Bharti AXA Life Insurance Company Limited

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

Date: 30th September, 2015



(Rs in Crores)

Business Acquisition through different channels (Individuals)									
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	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	7,676	24.61	6,958	23.50	13,754	42.26	12,538	42.63
2	Corporate Agents-Banks	-	-	-	-	-	-	-	-
3	Corporate Agents -Others	277	1.13	295	1.41	546	2.05	516	2.31
4	Brokers	7,099	40.00	8,854	41.85	13,442	74.95	16,208	77.24
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	3,682	13.85	4,030	12.28	6,724	22.78	7,541	20.34
	Total (A)	18,734	79.59	20,137	79.03	34,466	142.05	36,803	142.52
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	18,734	79.59	20,137	79.03	34,466	142.05	36,803	142.52

Note:

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