

Bharti AXA Life Insurance Company Limited

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

Date: 31st December, 2015



(Rs in Crores)

Business Acquisition through different channels (Individuals)									
Sl.No.	Channels	For The Quarter Ended December-15		For The Quarter Ended December-14		Upto the Period Ended December-15		Upto the Period Ended December-14	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	9,954	30.16	8,261	28.90	23,708	72.42	20,799	71.53
2	Corporate Agents-Banks	-	-	-	-	-	-	-	-
3	Corporate Agents -Others	165	0.70	332	1.64	711	2.75	848	3.96
4	Brokers	9,796	52.21	9,257	43.33	23,238	127.16	25,465	120.57
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	4,086	15.39	4,130	15.82	10,810	38.18	11,671	36.16
	Total (A)	24,001	98.46	21,980	89.69	58,467	240.51	58,783	232.20
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	24,001	98.46	21,980	89.69	58,467	240.51	58,783	232.20

Note:

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