

Bharti AXA Life Insurance Company Limited

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

Date: 30th June, 2016



(Rs in Crores)

Business Acquisition through different channels (Individuals)									
Sl.No.	Channels	For the Quarter Ended 30th June, 2016		For the Quarter Ended 30th June, 2015		For the Year Ended 30th June, 2016		For the Year Ended 30th June, 2015	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	7,298	21.62	6,078	17.65	7,298	22	6,078	18
2	Corporate Agents-Banks	-	-	-	-	-	-	-	-
3	Corporate Agents -Others	685	2.42	269	0.92	685	2	269	1
4	Brokers	7,895	35.78	6,343	34.96	7,895	36	6,343	35
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	2,095	9.25	3,042	8.94	2,095	9	3,042	9
	Total (A)	17,973	69.08	15,732	62.46	17,973	69.08	15,732	62.46
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	17,973	69.08	15,732	62.46	17,973	69.08	15,732	62.46

Note:

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