

**Bharti AXA Life Insurance Company Limited**

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

Date: 30th September, 2018



(Rs in Crores)

Business Acquisition through different channels (Group)													
Sl.No.	Channels	For the Quarter Ended 30th September, 2018			For the Quarter Ended 30th September, 2017			For the Year Ended 30th September, 2018			For the Year Ended 30th September, 2017		
		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	1	6,866	0.18	-	-	-	1	6,866	0	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-	-	-	-	-	-	-
4	Brokers	-	-	-	-	-	-	-	-	-	-	-	-
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	3	13,143	70.32	-	10,951	59.83	3	24,702	134.08	1	21,773	107.03
	Total(A)	4	20,009	70.50	-	10,951	59.83	4	31,568	134.26	1	21,773	107.03
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>4</b>	<b>20,009</b>	<b>70.50</b>	<b>-</b>	<b>10,951</b>	<b>59.83</b>	<b>4</b>	<b>31,568</b>	<b>134.26</b>	<b>1</b>	<b>21,773</b>	<b>107.03</b>

**Note:**

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