

Bharti AXA Life Insurance Company Limited

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

Date: 30th September, 2018



(Rs in Crores)

Business Acquisition through different channels (Individuals)

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	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	16,948	51.21	10,592	34.69	30,080	85	18,594	59
2	Corporate Agents-Banks	10	0.02	17	0.05	25	0	35	0
3	Corporate Agents -Others	5,309	15.06	1,751	4.23	9,076	26	2,427	8
4	Brokers	9,910	66.79	6,958	36.43	16,957	118	11,742	61
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	4,831	19.52	3,991	16.09	8,272	34	6,735	26
	Total (A)	37,008	152.60	23,309	91.50	64,410	263.21	39,533	154.45
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	37,008	152.60	23,309	91.50	64,410	263.21	39,533	154.45

Note:

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