

Bharti AXA Life Insurance Company Limited

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

Date: 31st December, 2018



(Rs in Crores)

Business Acquisition through different channels (Individuals)

Sl.No.	Channels	For the Quarter Ended 31st December, 2018		For the Quarter Ended 31st December, 2017		For the Period Ended 31st December, 2018		For the Period Ended 31st December, 2017	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	18,208	55.33	13,073	45.29	48,288	140	31,667	105
2	Corporate Agents-Banks	7	0.01	10	0.04	32	0	45	0
3	Corporate Agents -Others	4,577	13.49	2,459	6.00	13,753	40	4,886	14
4	Brokers	9,993	71.26	8,003	42.01	27,083	190	19,745	103
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	3,635	14.11	4,218	20.70	11,674	47	10,953	46
	Total (A)	36,420	154.20	27,763	114.04	100,830	417.41	67,296	268.49
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	36,420	154.20	27,763	114.04	100,830	417.41	67,296	268.49

Note:

1. Premium means amount of premium received from business acquired by the source

2. No of Policies stand for no. of policies sold