

**PERIODIC DISCLOSURES**

**FORM NL-40 : Business Acquisition through different channels**



Name of the Insurer: BHARTI AXA General Insurance Company Limited  
 Registration No: 139 and Date of Registration with the IRDA : 27th June 2008

Date: 31st December 2017

*(Rs in Lakhs)*

Business Acquisition through different channels									
Sl.No.	Channels	Current Quarter Oct - Dec 2017		Previous year Quarter Oct - Dec 2016		Up to the period 31st Dec 2017		Up to the period 31st Dec 2016	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	79,709.00	6,987.17	94,804.00	8,854.03	240,516.00	20,874	271,692.00	26,279.11
2	Corporate Agents-Banks	4,661.00	1,383.28	1,401.00	99.41	7,134.00	2,035	5,211.00	350.75
3	Corporate Agents -Others	-	-	3.00	1.81	1.00	-	3.00	1.81
4	Brokers	138,452.00	19,378.48	98,629.00	14,393.29	318,360.00	47,596	255,596.00	40,000.83
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	246,025.00	19,275.26	291,117.00	10,057.97	753,015.00	54,557	866,201.00	31,209.46
	Total (A)	<b>468,847.00</b>	<b>47,024.20</b>	<b>485,954.00</b>	<b>33,406.51</b>	<b>1,319,026.00</b>	<b>125,062</b>	<b>1,398,703.00</b>	<b>97,841.97</b>
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	<b>468,847.00</b>	<b>47,024.20</b>	<b>485,954.00</b>	<b>33,406.51</b>	<b>1,319,026.00</b>	<b>125,062</b>	<b>1,398,703.00</b>	<b>97,841.97</b>

Note:

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