

**FORM NL-40 - BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS****UNITED INDIA INSURANCE COMPANY LIMITED****BUSINESS ACQUISITION FROM DIFFERENT CHANNELS -QUARTER 1 2019-20**

Rs in Lacs

| Sl.No. | Channels | Current Quarter | | Same quarter Previous Year | | Up to the period | | Same period of the previous year | |
|--------|--------------------------|-----------------|---------------|----------------------------|---------------|------------------|---------------|----------------------------------|---------------|
| | | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium |
| 1 | Individual agents | 3420490 | 198446 | 3573101 | 194906 | 3420490 | 198446 | 3573101 | 194906 |
| 2 | Corporate Agents-Banks | 196486 | 16909 | 245276 | 16548 | 196486 | 16909 | 245276 | 16548 |
| 3 | Corporate Agents -Others | 9630 | 1595 | 10683 | 1527 | 9630 | 1595 | 10683 | 1527 |
| 4 | Brokers | 181458 | 80845 | 195572 | 75563 | 181458 | 80845 | 195572 | 75563 |
| 5 | Micro Agents | 1 | 0 | 91 | 4 | 1 | 0 | 91 | 4 |
| 6 | Direct Business | 191342 | 50193 | 200267 | 51820 | 191342 | 50193 | 200267 | 51820 |
| | Total (A) | 3999407 | 347989 | 4224990 | 340368 | 3999407 | 347989 | 4224990 | 340368 |
| 1 | Referral (B) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | Others | 46358 | 21585 | 107074 | 20377 | 46358 | 21585 | 107074 | 20377 |
| | Grand Total | 4045765 | 369574 | 4332064 | 360745 | 4045765 | 369574 | 4332064 | 360745 |

Note:

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

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