

## PERIODIC DISCLOSURES

FORM NL-40

Business Acquisition through different channels

Insurer: UNITED INDIA INSURANCE CO LTD.

Date: 30.09.2011

(Rs in Lakhs)

| Sl.No. | Business Acquisition through different channels |                 |               |                            |               |                  |               |                                  |               |
|--------|---|-----------------|---------------|----------------------------|---------------|------------------|---------------|----------------------------------|---------------|
|        | 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                               | 3309029         | 106906        | 2244564                    | 68608         | 6379270          | 207428        | 4288251                          | 141711        |
| 2      | Corporate Agents-Banks                          | 225992          | 11051         | 148423                     | 2766          | 512004           | 19370         | 310614                           | 16951         |
| 3      | Corporate Agents -Others                        | 28911           | 1184          | 26689                      | 1104          | 63569            | 2332          | 61066                            | 2526          |
| 4      | Brokers   | 95661           | 41583         | 259556                     | 26877         | 172844           | 83456         | 545424                           | 59385         |
| 5      | Micro Agents                                    | 188             | 20            | 931                        | 13            | 889              | 60            | 1814                             | 26            |
| 6      | Direct Business                                 | 563358          | 40043         | 946005                     | 53621         | 1012600          | 89831         | 1841906                          | 95901         |
|        | <b>Total (A)</b>                                | <b>4223139</b>  | <b>200787</b> | <b>3626168</b>             | <b>152989</b> | <b>8141176</b>   | <b>402477</b> | <b>7049075</b>                   | <b>316500</b> |
| 1      | Referral (B)                                    | 13004           | 462           | 17949                      | 563           | 41418            | 845           | 39780                            | 1345          |
|        | <b>Grand Total (A+B)</b>                        | <b>4236143</b>  | <b>201249</b> | <b>3644117</b>             | <b>153552</b> | <b>8182594</b>   | <b>403322</b> | <b>7088855</b>                   | <b>317845</b> |