

Name :
NL 40

United India Insurance Co. Ltd.

Date 31.12.2010

| Sl.No. | Business Acquisition through different channels | | | | | | <i>Rs in lacs</i> | | |
|--------|---|-----------------|---------------|----------------------------|---------------|------------------|-------------------|----------------------------------|---------------|
| | 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 | 2056444 | 58211 | 1902238 | 68535 | 6341828 | 199086 | 5933005 | 202566 |
| 2 | Corporate Agents-Banks | 274237 | 11933 | 219852 | 7510 | 584851 | 28884 | 568241 | 20400 |
| 3 | Corporate Agents -Others | 83045 | 7086 | 11172 | 708 | 144111 | 9612 | 43843 | 2379 |
| 4 | Brokers | 152179 | 17782 | 216617 | 15453 | 697603 | 77167 | 622379 | 63509 |
| 5 | Micro Agents | 9115 | 496 | 12496 | 768 | 13796 | 1358 | 16241 | 1331 |
| 6 | Direct Business | 1090041 | 49567 | 1040097 | 32204 | 2931947 | 145468 | 2446634 | 93128 |
| | Total (A) | 3665061 | 145075 | 3402472 | 125178 | 10714136 | 461575 | 9630343 | 383313 |
| 1 | Referral (B) | 65996 | 433 | 9616 | 554 | 105776 | 1778 | 34175 | 1379 |
| | Grand Total (A+B) | 3731057 | 145508 | 3412088 | 125732 | 10819912 | 463353 | 9664518 | 384692 |

