

**FORM NL-40 - BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS****UNITED INDIA INSURANCE COMPANY LIMITED****BUSINESS ACQUISITION FROM DIFFERENT CHANNELS -QUARTER 1 2018-19**

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        | 3573101         | 194906        | 4735552                    | 196178        | 3573101          | 194906        | 4735552                          | 196178        |
| 2      | Corporate Agents-Banks   | 245276          | 16548         | 476277                     | 19567         | 245276           | 16548         | 476277                           | 19567         |
| 3      | Corporate Agents -Others | 10683           | 1527          | 18737                      | 2586          | 10683            | 1527          | 18737                            | 2586          |
| 4      | Brokers                  | 195572          | 75563         | 294536                     | 120353        | 195572           | 75563         | 294536                           | 120353        |
| 5      | Micro Agents             | 91              | 4             | 174                        | 7             | 91               | 4             | 174                              | 7             |
| 6      | Direct Business          | 200267          | 51820         | 422544                     | 87859         | 200267           | 51820         | 422544                           | 87859         |
|        | <b>Total (A)</b>         | <b>4224990</b>  | <b>340368</b> | <b>5947820</b>             | <b>426551</b> | <b>4224990</b>   | <b>340368</b> | <b>5947820</b>                   | <b>426551</b> |
| 1      | Referral (B)             |                 |               |                            |               |                  |               |                                  |               |
|        | Others                   | 107074          | 20377         |                            |               | 107074           | 20377         |                                  |               |
|        | <b>Grand Total</b>       | <b>4332064</b>  | <b>360745</b> | <b>5947820</b>             | <b>426551</b> | <b>4332064</b>   | <b>360745</b> | <b>5947820</b>                   | <b>426551</b> |

Note:

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

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