

PERIODIC DISCLOSURES

FORM NL-40 Business Acquisition through different channels

Insurer: Bajaj Allianz General Insurance Co. Ltd. Date: 30th June 2013

(Rs in Lakhs)

| Business Acquisition through different channels | | | | | | | | | |
|---|-------------------------|-----------------|---------|----------------------------|---------|------------------|---------|----------------------------------|---------|
| 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 | 499,588 | 27,370 | 555,463 | 33,505 | 499,588 | 27,370 | 555,463 | 33,505 |
| 2 | Corporate Agents | 435,130 | 22,300 | 341,387 | 13,473 | 435,130 | 22,300 | 341,387 | 13,473 |
| 2a | Banks | 184,030 | 7,742 | 254,081 | 10,046 | 184,030 | 7,742 | 254,081 | 10,046 |
| 2b | Others | 251,100 | 14,559 | 87,306 | 3,427 | 251,100 | 14,559 | 87,306 | 3,427 |
| 3 | Brokers | 399,361 | 36,221 | 240,730 | 21,979 | 399,361 | 36,221 | 240,730 | 21,979 |
| 4 | Referral Arrangements | - | - | - | - | - | - | - | - |
| 5 | Direct Business | 318,855 | 22,738 | 392,824 | 23,988 | 318,855 | 22,738 | 392,824 | 23,988 |
| Total | | 1,652,934 | 108,628 | 1,530,404 | 92,944 | 1,652,934 | 108,628 | 1,530,404 | 92,944 |