FORM NL-40 Business Acquisition through different channels
Insurer: Bajaj Allianz General Insurance Co. Ltd.
31st March 2015

| SI.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 | 542,984 | 33,291 | 581,704 | 32,391 | 2,035,901 | 118,114 | 2,090,889 | 115,583 |
| 2 | Corporate Agents | 607,680 | 29,931 | 543,825 | 28,444 | 2,044,550 | 106,643 | 1,603,865 | 99,139 |
| 2a | Banks | 436,662 | 11,191 | 332,791 | 9,978 | 1,360,020 | 35,362 | 932,334 | 33,329 |
| 2 b | Others | 171,018 | 18,741 | 211,034 | 18,465 | 684,530 | 71,281 | 671,531 | 65,810 |
| 3 | Brokers | 553,468 | 52,050 | 541,119 | 42,764 | 2,152,926 | 190,413 | 1,901,618 | 151,543 |
| 4 | Referral Arrangements | - | - | - | - | - | - | - | - |
| 5 | Direct Business | 304,965 | 29,645 | 369,490 | 21,409 | 1,114,040 | 107,816 | 1,146,052 | 85,380 |
| Total |  | 2,009,097 | 144,917 | 2,036,138 | 125,007 | 7,347,417 | 522,985 | 6,742,424 | 451,645 |

