BAJAJ Allianz 🕕

PERIODIC DISCLOSURES

Business Acquisition through different channels FORM NL-40

Date:

Insurer: Bajaj Allianz General Insurance Co. Ltd.

30th June 2017

| Sl.No. | (Rs in Lakhs) 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 | 6,00,666 | 39,876 | 5,08,534 | 32,950 | 6,00,666 | 39,876 | 5,08,534 | 32,950 |
| 2 | Corporate Agents | 11,63,578 | 38,785 | 8,12,966 | 30,776 | 11,63,578 | 38,785 | 8,12,966 | 30,776 |
| 2a | Banks | 5,41,813 | 13,176 | 2,82,455 | 9,438 | 5,41,813 | 13,176 | 2,82,455 | 9,438 |
| 2b | Others | 6,21,765 | 25,609 | 5,30,511 | 21,338 | 6,21,765 | 25,609 | 5,30,511 | 21,338 |
| 3 | Brokers | 8,98,719 | 82,050 | 7,37,167 | 69,240 | 8,98,719 | 82,050 | 7,37,167 | 69,240 |
| 4 | Referral Arrangement | - | - | - | - | - | - | - | - |
| 5 | Direct Business | 4,11,474 | 35,661 | 2,24,049 | 18,680 | 4,11,474 | 35,661 | 2,24,049 | 18,680 |
| Total | | 30,74,437 | 1,96,371 | 22,82,716 | 1,51,647 | 30,74,437 | 1,96,371 | 22,82,716 | 1,51,647 |