

PERIODIC DISCLOSURES

FORM NL-40 Business Acquisition through different channels

Insurer: Star Health and Allied Insurance Co Ltd

Date: 31-Dec-19

Business Acquisition through different channels

Rs. In Lakhs

| Sl.No. | Channels | For the Quarter | | For the Quarter Previous Year | | Up to the period | | Up to the period Previous Year | |
|--------|--------------------------|------------------|-----------------|-------------------------------|-----------------|------------------|-----------------|--------------------------------|-----------------|
| | | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium |
| 1 | Individual agents | 10,85,575 | 1,28,920 | 8,68,907 | 98,264 | 28,20,624 | 3,34,905 | 22,90,997 | 2,58,690 |
| 2 | Corporate Agents-Banks | 37,092 | 3,369 | 19,318 | 1,936 | 81,337 | 8,125 | 52,182 | 4,653 |
| 3 | Corporate Agents -Others | 2,409 | 299 | 2,936 | 299 | 6,418 | 739 | 8,327 | 849 |
| 4 | Brokers | 22,403 | 11,165 | 13,192 | 4,434 | 71,077 | 38,502 | 32,834 | 13,747 |
| 5 | Micro Agents | - | - | - | - | - | - | - | - |
| 6 | Direct Business | 1,28,539 | 16,281 | 1,38,547 | 18,924 | 3,59,299 | 46,670 | 3,99,308 | 48,486 |
| 7 | Others | 21,195 | 2,752 | - | - | 57,174 | 7,404 | - | - |
| | Total (A) | 12,97,213 | 1,62,787 | 10,42,900 | 1,23,856 | 33,95,929 | 4,36,346 | 27,83,648 | 3,26,425 |
| 1 | Referral (B) | - | - | - | - | - | - | - | - |
| | Grand Total (A+B) | 12,97,213 | 1,62,787 | 10,42,900 | 1,23,856 | 33,95,929 | 4,36,346 | 27,83,648 | 3,26,425 |