

PERIODIC DISCLOSURES

FORM NL-40

Business Acquisition through different channels

Insurer: EXPORT CREDIT GUARANTEE CORPORATION OF INDIA LTD Date: 30/06/2011

Registration No: 124 Date of Registration: 27th Sept. 2002

(Premium ₹ in Lakhs)

| Sl.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 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| 2 | Corporate Agents-Banks | 22 | 13.40 | 13 | 153.30 | 22 | 13.40 | 13 | 153.30 |
| 3 | Corporate Agents -Others | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| 4 | Brokers | 31 | 63.64 | 29 | 341.78 | 31 | 63.64 | 29 | 341.78 |
| 5 | Micro Agents | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| 6 | Direct Business | 1094 | 8084.00 | 1191 | 7214.27 | 1094 | 8084.00 | 1191 | 7214.27 |
| | Total (A) | 1147 | 8161.00 | 1233 | 7709.35 | 1147 | 8161.00 | 1233 | 7709.35 |
| 1 | Referral (B) | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| | Grand Total (A+B) | 1147 | 8161.00 | 1233 | 7709.35 | 1147 | 8161.00 | 1233 | 7709.35 |

Note:

1. Premium means amount of premium received from business acquired by the source
2. No of Policies stand for no. of policies sold