

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sampo General Insurance Company Limited

Date : As on 31ST MARCH 2015

(` in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter 31.03.2015		Same Quarter previous year 31.03.2014		Upto the period 31.03.2015		Same period of the previos year 31.03.2014	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	41,931	2,444	58,769	2,704	1,95,221	8,920	2,26,896	11,151
2	Corporate Agents-Banks	2,09,901	8,738	2,08,813	8,567	6,30,610	29,780	5,64,722	27,135
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	21,479	4,099	6,890	1,691	56,216	11,811	17,800	6,629
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	11,130	7,337	8,163	833	51,148	17,947	37,971	5,404
	<b>Total (A)</b>	<b>2,84,441</b>	<b>22,618</b>	<b>2,82,635</b>	<b>13,794</b>	<b>9,33,195</b>	<b>68,458</b>	<b>8,47,389</b>	<b>50,319</b>
1	Referral (B)	10,964	772	15,687	1,673	38,115	1,653	41,425	3,726
	<b>Grand Total (A+B)</b>	<b>2,95,405</b>	<b>23,391</b>	<b>2,98,322</b>	<b>15,467</b>	<b>9,71,310</b>	<b>70,111</b>	<b>8,88,814</b>	<b>54,045</b>