

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sompo General Insurance Company Limited

Date : As on 31st December 2013

(` in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter 31.12.2013		Same Quarter previous year 31.12.2012		Upto the period 31.12.2013		Same period of the previous year 31.12.2012	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	59,894	2,619	74,988	4,196	168,127	8,447	176,341	10,400
2	Corporate Agents-Banks	119,099	5,581	108,769	5,031	355,909	18,568	325,785	16,367
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	3,343	1,087	4,742	1,345	10,910	4,938	11,697	3,477
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	8,861	829	13,510	857	29,808	4,572	36,688	4,022
	Total (A)	191,197	10,115	202,009	11,429	564,754	36,525	550,511	34,267
1	Referral (B)	11,741	888	12,938	614	25,738	2,052	62,372	2,486
	Grand Total (A+B)	202,938	11,003	214,947	12,042	590,492	38,577	612,883	36,753

Note:

1. Premium means amount of premium received from business acquired by the source

2. No of Policies stand for no. of policies sold