

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sompo General Insurance Company Limited

Date : As on 31st March, 2014

(₹ in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter 31.03.2014		Same Quarter previous year 31.03.2013		Upto the period 31.03.2014		Same period of the previos year 31.03.2013	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	58,769	2,704	92,741	5,347	226,896	11,151	269,082	15,748
2	Corporate Agents-Banks	208,813	8,567	192,181	7,497	564,722	27,135	517,966	23,864
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	6,890	1,691	5,708	1,931	17,800	6,629	17,405	5,408
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	8,163	833	11,012	1,283	37,971	5,404	47,700	5,305
	Total (A)	282,635	13,794	301,642	16,059	847,389	50,319	852,153	50,325
1	Referral (B)	15,687	1,673	9,398	623	41,425	3,726	71,771	3,109
	Grand Total (A+B)	298,322	15,467	311,040	16,682	888,814	54,045	923,924	53,435

Note:

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