

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sompo General Insurance Company Limited

Date : As on 30th September, 2014

(₹ in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter 30.09.2014		Same Quarter previous year 30.09.2013		Upto the period 30.09.2014		Same period of the previos year 30.09.2013	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	48,319	2,066	51,871	2,639	99,797	4,341	108,233	5,828
2	Corporate Agents-Banks	148,116	6,586	133,537	6,059	274,746	14,637	236,810	12,987
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	9,167	2,016	3,691	1,304	17,006	5,671	7,567	3,852
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	11,936	3,418	9,926	1,458	24,090	6,141	20,947	3,743
	Total (A)	217,538	14,086	199,025	11,459	415,639	30,790	373,557	26,410
1	Referral (B)	14,401	501	7,674	656	18,495	626	13,997	1,164
	Grand Total (A+B)	231,939	14,587	206,699	12,114	434,134	31,417	387,554	27,574

Note:

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