

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sampo General Insurance Company Limited

Date : As on 31st December 2014

(` in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter 31.12.2014		Same Quarter previous year 31.12.2013		Upto the period 31.12.2014		Same period of the previos year 31.12.2013	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	53,493	2,134	59,894	2,619	1,53,290	6,476	1,68,127	8,447
2	Corporate Agents-Banks	1,45,963	6,405	1,19,099	5,581	4,20,709	21,042	3,55,909	18,568
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	17,731	2,040	3,343	1,087	34,737	7,712	10,910	4,938
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	15,928	4,469	8,861	829	40,018	10,610	29,808	4,572
	<b>Total (A)</b>	<b>2,33,115</b>	<b>15,049</b>	<b>1,91,197</b>	<b>10,115</b>	<b>6,48,754</b>	<b>45,839</b>	<b>5,64,754</b>	<b>36,525</b>
1	Referral (B)	8,656	254	11,741	888	27,151	881	25,738	2,052
	<b>Grand Total (A+B)</b>	<b>2,41,771</b>	<b>15,303</b>	<b>2,02,938</b>	<b>11,003</b>	<b>6,75,905</b>	<b>46,720</b>	<b>5,90,492</b>	<b>38,577</b>

Note:

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