

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sampo General Insurance Company Limited

Date : As on 30th June 2010

(Rs in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter 30.06.2010		Same Quarter previous year 30.06.2009		Upto the period 30.06.2010		Same period of the previous year 30.06.2009	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	8,020.00	509.94	2,351.00	132.05	8,020.00	509.94	2,351.00	132.05
2	Corporate Agents-Banks	71,849.00	2,801.07	57,410.00	2,546.58	71,849.00	2,801.07	57,410.00	2,546.58
3	Corporate Agents -Others	42.00	1.90	3,782.00	187.06	42.00	1.90	3,782.00	187.06
4	Brokers	1,589.00	665.73	1,627.00	322.07	1,589.00	665.73	1,627.00	322.07
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	104,328.00	3,780.17	1,749.00	303.77	104,328.00	3,780.17	1,749.00	303.77
	Total (A)	185,828.00	7,758.81	66,919.00	3,491.53	185,828.00	7,758.81	66,919.00	3,491.53
1	Referral (B)	220.00	26.63	-	-	220.00	26.63	-	-
	Grand Total (A+B)	186,048.00	7,785.44	66,919.00	3,491.53	186,048.00	7,785.44	66,919.00	3,491.53

Note:

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