

**PERIODIC DISCLOSURES**

**FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS**

Insurer: Universal Sompo General Insurance Company Limited

Date : As on 31st Dec 2010

(Rs in Lakhs)

**Business Acquisition through different channels**

Sl. No.	Channels	Current Quarter 31.12.2010		Same Quarter previous year 31.12.2009		Upto the period 31.12.2010		Same period of the previous year 31.12.2009	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	6,569	437	2,030	118	25,954	1,506	4,639	293
2	Corporate Agents-Banks	94,238	3,214	86,008	2,663	253,334	9,003	214,057	7,686
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	1,603	696	2,339	405	4,463	1,576	6,515	945
5	Micro Agents	1,399	81	123	3	1,404	82	225	7
6	Direct Business	57,111	2,050	50,130	1,618	248,310	8,963	74,747	2,584
	<b>Total (A)</b>	<b>160,920</b>	<b>6,479</b>	<b>140,630</b>	<b>4,807</b>	<b>533,465</b>	<b>21,130</b>	<b>300,183</b>	<b>11,515</b>
1	Referral (B)	888	43	-	-	1,711	107	-	-
	<b>Grand Total (A+B)</b>	<b>161,808</b>	<b>6,522</b>	<b>140,630</b>	<b>4,807</b>	<b>535,176</b>	<b>21,237</b>	<b>300,183</b>	<b>11,515</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