

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sompo General Insurance Company Limited

Date : As on 30th Sept 2011

(₹ in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter 30.09.2011		Same Quarter previous year 30.09.2010		Upto the period 30.09.2011		Same period of the previous year 30.09.2010	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	10,776	550	11,240	528	15,614	1,211	19,260	1,038
2	Corporate Agents-Banks	116,489	4,415	88,905	2,952	201,584	8,656	160,754	5,753
3	Corporate Agents -Others	-	-	35	7	-	-	77	9
4	Brokers	1,618	305	1,222	237	2,573	938	2,811	903
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	61,421	2,761	85,626	3,168	106,679	5,286	189,634	6,948
	Total (A)	190,304	8,031	187,028	6,892	326,450	16,092	372,536	14,651
1	Referral (B)	20,187	1,666	612	37	33,276	2,134	832	64
	Grand Total (A+B)	210,491	9,697	187,640	6,930	359,726	18,226	373,368	14,715

Note:

1. Premium means amount of premium received from business acquired by the source

2. No of Policies stand for no. of policies sold