

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sompo General Insurance Company Limited

Date : As on 31st Dec 2011

(₹ in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter 31.12.2011		Same Quarter previous year 31.12.2010		Upto the period 31.12.2011		Same period of the previous year 31.12.2010	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	19,753	963	6,569	437	35,382	2,175	25,954	1,506
2	Corporate Agents-Banks	100,769	4,244	94,238	3,214	304,209	12,899	253,334	9,003
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	2,319	507	1,603	696	4,868	1,445	4,463	1,576
5	Micro Agents	-	-	1,399	81	-	-	1,404	82
6	Direct Business	81,485	4,459	57,111	2,050	187,864	9,745	248,310	8,963
	Total (A)	204,326	10,172	160,920	6,478	532,323	26,264	533,465	21,130
1	Referral (B)	22,311	661	888	43	54,040	2,795	1,711	107
	Grand Total (A+B)	226,637	10,833	161,808	6,521	586,363	29,059	535,176	21,237

Note:

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

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