

**PERIODIC DISCLOSURES**

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

Insurer: Universal Sompo General Insurance Company Limited

Date : As on 31st March 2013

(₹ in Lakhs)

**Business Acquisition through different channels**

Sl. No.	Channels	Current Quarter 31.03.2013		Same Quarter previous year 31.03.2012		Upto the period 31.03.2013		Same period of the previous year 31.03.2012	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	92,741	5,347	41,725	2,073	269,082	15,748	77,107	4,248
2	Corporate Agents-Banks	192,181	7,497	149,852	6,059	517,966	23,864	454,061	18,958
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	5,708	1,931	4,682	1,540	17,405	5,408	9,550	2,985
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	11,012	1,283	48,130	1,450	47,700	5,305	235,994	11,195
	<b>Total (A)</b>	<b>301,642</b>	<b>16,059</b>	<b>244,389</b>	<b>11,121</b>	<b>852,153</b>	<b>50,325</b>	<b>776,712</b>	<b>37,385</b>
1	Referral (B)	9,398	623	6,597	278	71,771	3,109	60,637	3,073
	<b>Grand Total (A+B)</b>	<b>311,040</b>	<b>16,682</b>	<b>250,986</b>	<b>11,399</b>	<b>923,924</b>	<b>53,435</b>	<b>837,349</b>	<b>40,458</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