

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sompo General Insurance Company Limited

Date : As on 30th June 2012

(₹ in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter 30.06.2012		Same Quarter previous year 30.06.2011		Upto the year 30.06.2012		Same year of the previous year 30.06.2011	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	43,388	2,987	4,838	661	43,388	2,987	4,838	661
2	Corporate Agents-Banks	93,399	6,020	83,079	4,241	93,399	6,020	83,079	4,241
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	3,011	1,154	955	634	3,011	1,154	955	634
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	10,682	1,953	48,888	2,526	10,682	1,953	48,888	2,526
	Total (A)	150,480	12,115	137,760	8,061	150,480	12,115	137,760	8,061
1	Referral (B)	24,800	918	9,199	467	24,800	918	9,199	467
	Grand Total (A+B)	175,280	13,034	146,959	8,529	175,280	13,034	146,959	8,529

Note:

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

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