

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sampo General Insurance Company Limited

Date : As on 30th Sept 2010

(Rs in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter 30.09.2010		Same Quarter previous year 30.09.2009		Upto the period 30.09.2010		Same period of the previous year 30.09.2009	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	11,240.00	528.08	4,014.00	84.72	19,260.00	1,038.02	6,365.00	216.77
2	Corporate Agents-Banks	88,905.00	2,951.97	97,717.00	2,429.30	160,754.00	5,753.04	155,127.00	4,975.88
3	Corporate Agents -Other	35.00	7.49	(6,764.00)	(222.31)	77.00	9.40	(2,982.00)	(35.25)
4	Brokers	1,222.00	236.86	5,464.00	299.16	2,811.00	902.59	7,091.00	621.22
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	85,270.00	3,167.74	32,108.00	625.02	189,598.00	6,947.90	33,857.00	928.80
	<b>Total (A)</b>	<b>186,672.00</b>	<b>6,892.14</b>	<b>132,539.00</b>	<b>3,215.89</b>	<b>372,500.00</b>	<b>14,650.95</b>	<b>199,458.00</b>	<b>6,707.42</b>
1	Referral (B)	612.00	37.48	-	-	832.00	64.11	-	-
	<b>Grand Total (A+B)</b>	<b>187,284.00</b>	<b>6,929.62</b>	<b>132,539.00</b>	<b>3,215.89</b>	<b>373,332.00</b>	<b>14,715.07</b>	<b>199,458.00</b>	<b>6,707.42</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