

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sompo General Insurance Company Limited

Date : As on 31st March 2011

(Rs in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter 31.03.2011		Same Quarter previous year 31.03.2010		Upto the period 31.03.2011		Same period of the previos year 31.03.2010	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	6,877	835.7	3,620	203.5	32,831	2,341.3	8,259	496.3
2	Corporate Agents-Banks	125,421	4,735.8	112,929	3,129.3	378,755	13,738.9	326,986	10,815.6
3	Corporate Agents -Others	89	9.6	89	4.8	89	9.6	89	4.8
4	Brokers	1,521	(52.4)	2,322	684.8	6,888	1,970.0	8,837	1,629.6
5	Micro Agents	(1,404)	(81.8)	(225)	(7.4)	-	-	-	-
6	Direct Business	52,340	2,610.9	97,174	3,396.9	299,746	11,128.0	171,921	5,980.5
	Total (A)	184,844	8,057.8	215,909	7,411.8	718,309	29,187.8	516,092	18,926.7
1	Referral (B)	11,570	615.2	22	0.9	13,281	721.9	22	0.9
	Grand Total (A+B)	196,414	8,673.0	215,931	7,412.7	731,590	29,909.8	516,114	18,927.6

Note:

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

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