

**PERIODIC DISCLOSURES**

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

Insurer: Universal Sompo General Insurance Company Limited

Date : As on 30th June 2011

(Rs in Lakhs)

**Business Acquisition through different channels**

Sl. No.	Channels	Current Quarter 30.06.2011		Same Quarter previous year 30.06.2010		Upto the period 30.06.2011		Same period of the previous year 30.06.2010	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	4,838	661	8,020	510	4,838	661	8,020	510
2	Corporate Agents-Banks	83,079	4,241	71,849	2,801	83,079	4,241	71,849	2,801
3	Corporate Agents -Others	-	-	42	2	-	-	42	2
4	Brokers	955	634	1,589	666	955	634	1,589	666
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	48,888	2,526	104,328	3,780	48,888	2,526	104,328	3,780
	<b>Total (A)</b>	<b>137,760</b>	<b>8,061</b>	<b>185,828</b>	<b>7,759</b>	<b>137,760</b>	<b>8,061</b>	<b>185,828</b>	<b>7,759</b>
1	Referral (B)	9,199	467	220	27	9,199	467	220	27
	<b>Grand Total (A+B)</b>	<b>146,959</b>	<b>8,529</b>	<b>186,048</b>	<b>7,785</b>	<b>146,959</b>	<b>8,529</b>	<b>186,048</b>	<b>7,785</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