

**PERIODIC DISCLOSURES**

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

Insurer: Universal Sompo General Insurance Company Limited

Date : As on 31st March 2012

(₹ in Lakhs)

**Business Acquisition through different channels**

Sl. No.	Channels	Current Quarter 31.03.2012		Same Quarter previous year 31.03.2011		Upto the year 31.03.2012		Same year of the previous year 31.03.2011	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	41,725	2,073	6,877	836	77,107	4,248	32,831	2,341
2	Corporate Agents-Banks	149,852	6,059	125,421	4,736	454,061	18,958	378,755	13,739
3	Corporate Agents -Others	-	-	89	10	-	-	89	10
4	Brokers	4,682	1,540	1,521	(52)	9,550	2,985	5,984	1,524
5	Micro Agents	-	-	(1,404)	(82)	-	-	-	-
6	Direct Business	48,130	1,450	52,340	2,611	235,994	11,195	300,650	11,574
	<b>Total (A)</b>	<b>244,389</b>	<b>11,121</b>	<b>184,844</b>	<b>8,058</b>	<b>776,712</b>	<b>37,385</b>	<b>718,309</b>	<b>29,188</b>
1	Referral (B)	6,597	278	11,570	615	60,637	3,073	13,281	722
	<b>Grand Total (A+B)</b>	<b>250,986</b>	<b>11,399</b>	<b>196,414</b>	<b>8,673</b>	<b>837,349</b>	<b>40,458</b>	<b>731,590</b>	<b>29,910</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