

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sompo General Insurance Company Limited

Date : As on 30th SEPT 2012

(in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter 30.09.2012		Same Quarter previous year 30.09.2011		Upto the year 30.09.2012		Same year of the previos year 30.09.2011	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	57,965	3,217	10,776	550	101,353	6,204	15,614	1,211
2	Corporate Agents-Banks	122,895	5,316	116,489	4,415	216,294	11,336	201,584	8,656
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	3,944	978	1,618	305	6,955	2,132	2,573	938
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	12,496	1,212	61,421	2,761	23,178	3,165	106,679	5,286
	Total (A)	197,301	10,723	190,304	8,031	347,781	22,838	326,450	16,092
1	Referral (B)	25,356	954	20,187	1,666	50,080	1,872	33,276	2,134
	Grand Total (A+B)	222,657	11,677	210,491	9,697	397,861	24,710	359,726	18,226

Note:

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

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