

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sompo General Insurance Company Limited

Date : As on 31st DEC 2012

(₹ in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter 31.12.2012		Same Quarter previous year 31.12.2011		Upto the period 31.12.2012		Same period of the previous year 31.12.2011	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	74,988	4,196	19,753	963	176,341	10,400	35,382	2,175
2	Corporate Agents-Banks	108,769	5,031	100,769	4,244	325,785	16,367	304,209	12,899
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	4,742	1,345	2,319	507	11,697	3,477	4,868	1,445
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	13,510	857	81,485	4,459	36,688	4,022	187,864	9,745
	Total (A)	202,009	11,429	204,326	10,172	550,511	34,267	532,323	26,264
1	Referral (B)	12,938	614	22,311	661	62,372	2,486	54,040	2,795
	Grand Total (A+B)	214,947	12,042	226,637	10,833	612,883	36,753	586,363	29,059

Note:

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

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