

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sampo General Insurance Company Limited

Date : As on 30th June 2013

(` in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter 30.06.2013		Same Quarter previous year 30.06.2012		Upto the period 30.06.2013		Same period of the previous year 30.06.2012	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	56,362	3,189	43,388	2,987	56,362	3,189	43,388	2,987
2	Corporate Agents-Banks	103,273	6,928	93,399	6,020	103,273	6,928	93,399	6,020
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	3,876	2,548	3,011	1,154	3,876	2,548	3,011	1,154
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	11,021	2,285	10,682	1,953	11,021	2,285	10,682	1,953
	Total (A)	174,532	14,951	150,480	12,115	174,532	14,951	150,480	12,115
1	Referral (B)	6,323	509	24,800	918	6,323	509	24,800	918
	Grand Total (A+B)	180,855	15,459	175,280	13,034	180,855	15,459	175,280	13,034

Note:

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

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