

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sompo General Insurance Company Limited

Date : As on 30th September 2013

(` in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter 30.09.2013		Same Quarter previous year 30.09.2012		Upto the period 30.09.2013		Same period of the previous year 30.09.2012	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	51,871	2,639	57,965	3,217	108,233	5,828	101,353	6,204
2	Corporate Agents-Banks	133,537	6,059	122,895	5,316	236,810	12,987	216,294	11,336
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	3,691	1,304	3,944	978	7,567	3,852	6,955	2,132
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	9,926	1,458	12,496	1,212	20,947	3,743	23,178	3,165
	Total (A)	199,025	11,459	197,301	10,723	373,557	26,410	347,781	22,838
1	Referral (B)	7,674	656	25,356	954	13,997	1,164	50,080	1,872
	Grand Total (A+B)	206,699	12,114	222,657	11,677	387,554	27,574	397,861	24,710

Note:

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

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