

**PERIODIC DISCLOSURES**

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

Insurer: Universal Sampo General Insurance Company Limited

Date : As on September 30, 2016

(₹ in Lakhs)

**Business Acquisition through different channels**

Sl. No.	Channels	Current Quarter September 30, 2016		Same Quarter previous year September 30, 2015		Upto the period September 30, 2016		Same period of the previous year September 30, 2015	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	24,542	1,481	36,496	1,279	50,727	2,791	74,178	3,353
2	Corporate Agents-Banks	157,919	7,553	167,185	7,886	294,541	15,524	299,108	17,077
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	59,870	7,934	20,909	2,352	112,665	16,171	38,243	7,803
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	26,923	15,023	24,270	6,495	53,284	19,905	45,458	11,168
	<b>Total (A)</b>	<b>269,254</b>	<b>31,991</b>	<b>248,860</b>	<b>18,013</b>	<b>511,217</b>	<b>54,391</b>	<b>456,987</b>	<b>39,401</b>
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>269,254</b>	<b>31,991</b>	<b>248,860</b>	<b>18,013</b>	<b>511,217</b>	<b>54,391</b>	<b>456,987</b>	<b>39,401</b>