

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sampo General Insurance Company Limited

Date : As on March 31, 2017

(₹ in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter 31.03.2017		Same Quarter previous year 31.03.2016		Upto the period 31.03.2017		Same period of the previous year 31.03.2016	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	25,120	1,649	32,563	1,601	1,01,186	5,709	1,44,601	6,536
2	Corporate Agents-Banks	1,98,817	8,868	2,01,531	8,964	6,39,225	31,417	6,59,392	33,044
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	36,256	6,994	53,982	7,752	1,89,200	28,715	1,17,896	18,234
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	26,267	30,426	27,387	12,293	98,678	62,882	94,566	32,565
	Total (A)	2,86,460	47,937	3,15,463	30,610	10,28,289	1,28,723	10,16,455	90,379
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	2,86,460	47,937	3,15,463	30,610	10,28,289	1,28,723	10,16,455	90,379