

FORM NL-36- BUSINESS -CHANNELS WISE

Name of the Insurer: Universal Sampo General Insurance Company Limited

Date : As on 31st Dec,2021

Sl.No.	Channels	For the Quarter Q3 FY 21-22		upto the quarter Q3 FY 21-22		For the Quarter Q3 FY 20-21		Up to the quarter Q3 FY 20-21	
		No. of Policies	Premium (Rs.Lakhs)	No. of Policies	Premium (Rs.Lakhs)	No. of Policies	Premium (Rs.Lakhs)	No. of Policies	Premium (Rs.Lakhs)
1	Individual agents	15687	1854.58	40925	4486.69	11525.00	1061.75	39265.00	3687.83
2	Corporate Agents-Banks	138272	7125.48	395629	21058.60	130073.00	7253.70	411948.00	25180.13
3	Corporate Agents -Others	52	3.42	184	9.70	68.00	37.12	582.00	228.67
4	Brokers	404513	32053.54	890752	96487.61	219710.00	21964.45	527149.00	61060.48
5	Micro Agents	0	0.00	0	0.00	0	0.00	0	0.00
6	Direct Business	0	0.00	0	0.00	0	0.00	0	0.00
	Officers/Employees	0	0.00	0	0.00	0	0.00	0	0.00
	Online (Through Company Website)	64	2.45	765	25.18	1864.00	23.92	2459.00	60.06
	Others	206176	50705.56	210372	122984.98	3907.00	50276.46	9750.00	121439.01
7	Common Service Centres(CSC)	15034	145.34	37927	378.34	10378.00	179.54	25421.00	506.30
8	Insurance Marketing Firm	223	80.94	513	178.21	13.00	0.87	30.00	6.11
9	Point of sales person (Direct)	22734	2703.55	40468	4840.86	6938.00	666.28	20201.00	2306.08
10	MISP (Direct)	0	0.00	0	0.00	0	0.00	0	0.00
11	Web Aggregators	904	29.34	29373	1255.63	34760.00	1191.85	100877.00	3548.99
12	Referral Arrangements	0	0.00	0	0				
13	Other (to be specified)								
	(i) _____	-	-	-	-	-	-	-	-
	(ii) _____	-	-	-	-	-	-	-	-
	Total (A)	8,03,659	94,704	16,46,908	2,51,706	4,19,236	82,656	11,37,682	2,18,024
14	Business outside India (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	8,03,659	94,704	16,46,908	2,51,706	4,19,236	82,656	11,37,682	2,18,024

Note:

- (a). Premium means amount of premium received from business acquired by the source
 (b). No of Policies stand for no. of policies sold
 (c). Grand Total (A+B) should be consistent with all relevant NL forms e.g. NL-4 etc., as applicable