

## FORM NL-36- BUSINESS -CHANNELS WISE

Name of the Insurer: Universal Sampo General Insurance Company Limited

Date : As on 31st Mar,2022

Sl.No.	Channels	For the Quarter Q4 FY 21-22		upto the quarter Q4 FY 21-22		For the Quarter Q4 FY 20-21		Up to the quarter Q4 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	19,179	2,188	60,104	6,675	11,472	1,300	50,737	4,988
2	Corporate Agents-Banks	1,75,176	8,876	5,70,805	29,935	1,50,134	6,841	5,62,461	32,021
3	Corporate Agents -Others	45	(4)	229	6	81	4	852	233
4	Brokers	3,67,836	30,152	12,58,588	1,26,640	1,67,295	17,917	6,92,686	78,977
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	-	-	-	-	-	-	-	-
	Officers/Employees	-	-	-	-	-	-	-	-
	Online (Through Company Website)	548	93	1,313	118	2,316	157	7,152	217
	Others	2,66,659	47,607	4,77,031	1,70,592	8,71,071	58,625	8,79,634	1,80,064
7	Common Service Centres(CSC)	15,409	141	53,336	519	9,876	133	35,297	640
8	Insurance Marketing Firm	348	85	861	263	17	6	47	12
9	Point of sales person (Direct)	43,745	4,751	84,213	9,591	6,399	959	26,600	3,265
10	MISP (Direct)	-	-	-	-	-	-	-	-
11	Web Aggregators	572	17	29,945	1,272	31,719	1,250	1,32,596	4,799
12	Referral Arrangements	0	0.00	0	0				
13	Other (to be specified)								
	(i) _____								
	(ii) _____								
	Total (A)	8,89,517	93,906	25,36,425	3,45,612	12,50,380	87,192	23,88,062	3,05,216
14	Business outside India (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	8,89,517	93,906	25,36,425	3,45,612	12,50,380	87,192	23,88,062	3,05,216

## 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