

## FORM NL-36- BUSINESS -CHANNELS WISE

Name of the Insurer: Universal Sampo General Insurance Company Limited

Date: As on March 31,2023

Sl.No.	Channels	For the Quarter Ended March 31, 2023		Upto the Quarter Ended March 31, 2023		For the Quarter Ended March 31, 2022		Upto the Quarter Ended March 31, 2022	
		No. of Policies	Premium (₹ in Lakhs)	No. of Policies	Premium (₹ in Lakhs)	No. of Policies	Premium (₹ in Lakhs)	No. of Policies	Premium (₹ in Lakhs)
1	Individual agents	35,555	4,437.29	1,19,625	13,475.53	19,179	2,188.36	60,104	6,675.05
2	Corporate Agents-Banks	1,19,299	7,796.68	5,50,153	31,472.42	1,75,176	8,876.29	5,70,805	29,934.89
3	Corporate Agents -Others	565	32.89	731	55.87	45	(3.53)	229	6.17
4	Brokers	2,69,610	31,374.36	17,56,399	1,60,319.34	3,67,836	30,152.01	12,58,588	1,26,639.62
5	Micro Agents	-	-	-	-	-	-	-	-
6	<b>Direct Business</b>	-	-	-	-	-	-	-	-
	Officers/Employees	-	-	-	-	-	-	-	-
	Online (Through Company Website)	54	1.40	8,953	11,162.00	548	92.87	1,313	118.05
7	Others	7,832	45,542.02	16,400	1,62,506.40	2,66,659	47,607.45	4,77,031	1,70,592.44
7	Common Service Centres(CSC)	8,824	126.73	68,094	378.93	15,409	140.51	53,336	518.85
8	Insurance Marketing Firm	182	39.12	676	162.15	348	85.18	861	263.39
9	Point of sales person (Direct)	61,229	7,134.36	2,70,011	30,715.65	43,745	4,750.60	84,213	9,591.46
10	MISP (Direct)	-	-	-	-	-	-	-	-
11	Web Aggregators	44	12.27	762	60.77	572	16.53	29,945	1,272.15
12	Referral Arrangements	-	-	-	-	-	-	-	-
13	Other (to be specify)	-	-	-	-	-	-	-	-
	<b>Total (A)</b>	<b>5,03,194</b>	<b>96,497.13</b>	<b>27,91,804</b>	<b>4,10,309.06</b>	<b>8,89,517</b>	<b>93,906.26</b>	<b>25,36,425</b>	<b>3,45,612.07</b>
14	<b>Business outside India (B)</b>								
	<b>Grand Total (A+B)</b>	<b>5,03,194</b>	<b>96,497.13</b>	<b>27,91,804</b>	<b>4,10,309.06</b>	<b>8,89,517</b>	<b>93,906.26</b>	<b>25,36,425</b>	<b>3,45,612.07</b>

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