

FORM NL-36- BUSINESS -CHANNELS WISE

Name of the Insurer: Universal Sampo General Insurance Company Limited

Date: As on September 30,2023

Sl.No.	Channels	For the Quarter Ended September 30, 2023		Upto the Quarter Ended September 30, 2023		For the Quarter Ended September 30, 2022		Upto the Quarter Ended September 30, 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	33,399	4,304	82,663	8,477	22,180	2,893	61,527	5,211
2	Corporate Agents-Banks	1,27,450	6,974	2,45,451	16,801	1,51,460	5,986	2,97,008	15,776
3	Corporate Agents -Others	22,830	2,671	30,050	3,009	57	18	120	20
4	Brokers	4,64,496	60,101	7,68,756	1,09,971	5,56,401	45,386	10,54,823	93,194
5	Micro Agents	-	-	-	-	-	-	-	-
	Direct Business	2,390	68,290	5,317	96,863	6,744	60,907	8,579	77,151
6	Officers/Employees	-	-	-	-	-	-	-	-
	Online (Through Company Website)	533	35	1,438	52	1,876	96	2,812	10,725
	Others	1,857	68,255	3,879	96,811	4,868	60,811	5,767	66,426
7	Common Service Centres(CSC)	9,466	104	17,547	232	20,329	67	35,525	151
8	Insurance Marketing Firm	3,463	325	4,648	440	94	28	346	85
9	Point of sales person (Direct)	81,199	10,576	1,46,071	18,313	82,730	9,968	1,41,105	16,465
10	MISP (Direct)	-	-	-	-	-	-	-	-
11	Web Aggregators	384	7	425	22	155	14	597	32
12	Referral Arrangements	-	-	-	-	-	-	-	-
13	Other (to be specify)	-	-	-	-	-	-	-	-
	Total (A)	7,45,077	1,53,354	13,00,928	2,54,129	8,40,150	1,25,266	15,99,630	2,08,086
14	Business outside India (B)								
	Grand Total (A+B)	7,45,077	1,53,354	13,00,928	2,54,129	8,40,150	1,25,266	15,99,630	2,08,086

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