

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sampo General Insurance Company Limited

Date : As on March 31, 2016

(₹ in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter March 31, 2016		Same Quarter previous year March 31, 2015		Upto the period March 31, 2016		Same period of the previous year March 31, 2015	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	32,563	1,601	41,931	2,444	144,601	6,536	195,221	8,920
2	Corporate Agents-Banks	201,531	8,964	209,901	8,738	659,392	33,044	630,610	29,780
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	53,982	7,752	21,479	4,099	117,896	18,234	56,216	11,811
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	27,387	12,293	22,094	8,109	94,566	32,565	89,263	19,600
	Total (A)	315,463	30,610	295,405	23,391	1,016,455	90,379	971,310	70,111
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	315,463	30,610	295,405	23,391	1,016,455	90,379	971,310	70,111