

**PERIODIC DISCLOSURES**

**FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS**

Insurer: Universal Sampo General Insurance Company Limited

Date : As on December 31, 2016

(₹ in Lakhs)

**Business Acquisition through different channels**

Sl. No.	Channels	Current Quarter 31.12.2016		Same Quarter previous year 31.12.2015		Upto the period 31.12.2016		Same period of the previous year 31.12.2015	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	25,339	1,270	37,860	1,582	76,066	4,061	112,038	4,935
2	Corporate Agents-Banks	145,867	7,025	158,753	7,003	440,408	22,549	457,861	24,080
3	Corporate Agents -Others	-	-	-	-	-	-	-	-
4	Brokers	40,279	5,549	25,671	2,679	152,944	21,721	63,914	10,482
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	19,127	12,551	21,721	9,104	72,411	32,455	67,179	20,272
	<b>Total (A)</b>	<b>230,612</b>	<b>26,396</b>	<b>244,005</b>	<b>20,367</b>	<b>741,829</b>	<b>80,786</b>	<b>700,992</b>	<b>59,769</b>
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>230,612</b>	<b>26,396</b>	<b>244,005</b>	<b>20,367</b>	<b>741,829</b>	<b>80,786</b>	<b>700,992</b>	<b>59,769</b>