

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sampo General Insurance Company Limited

Date : As on September 30, 2017

(₹ in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter 30.09.2017		Same Quarter previous year 30.09.2016		Upto the period 30.09.2017		Same period of the previous year 30.09.2016	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	25,630	3,409	24,542	1,481	50,534	5,759	50,727	2,791
2	Corporate Agents-Banks	158,792	7,849	157,919	7,553	320,035	16,606	294,541	15,524
3	Corporate Agents -Others	92	7	-	-	135	49	-	-
4	Brokers	87,615	11,412	59,870	7,934	158,718	21,429	112,665	16,171
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	21,077	19,332	26,923	15,023	39,115	26,633	53,284	19,905
	Total (A)	293,206	42,010	269,254	31,991	568,537	70,476	511,217	54,391
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	293,206	42,010	269,254	31,991	568,537	70,476	511,217	54,391