

PERIODIC DISCLOSURES

FORM NL-40: BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Insurer: Universal Sampo General Insurance Company Limited

Date : As on 31st December,2017

(₹ in Lakhs)

Business Acquisition through different channels

Sl. No.	Channels	Current Quarter 31.12.2017		Same Quarter previous year 31.12.2016		Upto the period 31.12.2017		Same period of the previous year 31.12.2016	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	23,576	2,754	25,339	1,270	74,110	8,513	76,066	4,061
2	Corporate Agents-Banks	1,64,065	8,143	1,45,867	7,025	4,84,100	24,749	4,40,408	22,549
3	Corporate Agents -Others	93	9	-	-	228	58	-	-
4	Brokers	1,29,994	13,937	40,279	5,549	2,88,712	35,366	1,52,944	21,721
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	19,491	34,138	19,127	12,551	58,606	60,771	72,411	32,455
	Total (A)	3,37,219	58,981	2,30,612	26,396	9,05,756	1,29,457	7,41,829	80,786
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	3,37,219	58,981	2,30,612	26,396	9,05,756	1,29,457	7,41,829	80,786