

## PERIODIC DISCLOSURES

**FORM NL-40 Business Acquisition through different channels**

:THE ORIENTAL INSURANCE COMPAN' Date: 01/09/2016 to 31/12/2016

(Rs in Lakhs)

Sl.No.	Channels	Business Acquisition through different channels							
		Current Quarter		Same quarter of Previous Year		Up to the period		Same period of the previous year	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	1924100	98947.84	2249507	98337.28	5752130	320172.26	5861504	310016.43
2	Corporate Agents-	96510	3015.64	101440	4287.33	279062	11829.81	325320	13271.87
3	Corporate Agents	41351	1419.3	41789	1846.69	111603	4457.07	126746	5334.34
4	Brokers	211058	69414.95	100429	37203.49	625362	156347.12	373368	101275.75
5	Micro Agents	0	0	0	0.00	0	0.00	0	0.00
6	Direct Business	376560	82121.37	431955	57300.34	1259126	284572.44	2000346	187744.19
	Total (A)	2649579	254919.1	2925120	198975.13	8027283	777378.70	8687284	617642.58
1	Referral (B)	0	0.00	0	0.00	0	0.00	0	0.00
	Grand Total (A+B)	2649579	254919.1	2925120	198975.13	8027283	777378.70	8687284	617642.58

Note:

1. Premium means amount of premium received from business acquired by the source
2. No of Policies stand for no. of policies sold