

## PERIODIC DISCLOSURES

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

Insurer: **THE ORIENTAL INSURANCE COMPANY LIMITED** Date: **01/01/2013 to 31/03/2013**

(Rs in Lakhs)

Sl.No.	Channels	Business Acquisition through different channels							
		Current Quarter		Same quarter 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	3706317	92951.93	2438849	90635.56	8829248	352238.59	8907715	327432.24
2	Corporate Agents-Banks	125910	5399.03	103978	3553.63	314298	13359.24	342087	11050.57
3	Corporate Agents -Others	64903	4228.24	34773	2524.26	157871	10496.16	122422	8314.46
4	Brokers	125817	24170.3	54440	20649.09	328417	85239.68	221459	80336.36
5	Micro Agents	0	0	0	0	0	0	0	0
6	Direct Business	581951	51739.49	449748	47062.48	1722743	193819.71	1625333	177654.24
	Total (A)	4604898	178488.99	3081788	164425.02	11352577	655153.38	11219016	604787.87
1	Referral (B)	0	0.00	0	0.00	0	0	0	0.00
	Grand Total (A+B)	4604898	178488.99	3081788	164425.02	11352577	655153.38	11219016	604787.87

1. Premium means amount of premium received from business acquired by the source

2. No of Policies stand for no. of policies sold