

PERIODIC DISCLOSURES

FORM NL-40 Business Acquisition through different channels

INSURER : THE ORIENTAL INSURANCE COMPANY LIMITED

Date : 01.01.2018 TO 31.03.2018

(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 | 2464406 | 143232.56 | 1917485 | 125640.13 | 9929476 | 558207.47 | 7669151 | 445812.39 |
| 2 | Corporate Agents-Banks | 48970 | 2377.27 | 106940 | 4127.79 | 275747 | 11052.61 | 386002 | 15957.60 |
| 3 | Corporate Agents -Others | 27723 | 1526.40 | 157233 | 4055.71 | 175162 | 7768.10 | 268836 | 8512.78 |
| 4 | Brokers | 37815 | 61030.42 | 822314 | 60336.23 | 353524 | 246728.45 | 1447676 | 216683.35 |
| 5 | Micro Agents | 0 | 0.00 | 103527 | 8286.12 | 0 | 0.00 | 103527 | 8286.12 |
| 6 | Direct Business | 470836 | 97413.36 | 297164 | 99973.78 | 768564 | 321439.91 | 1556290 | 384546.22 |
| | Total (A) | 3049750 | 305580.00853 | 3404663 | 302419.76737 | 11502473 | 1145196.5423 | 11431482 | 1079798.4674 |
| 1 | Referral (B) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | Grand Total (A+B) | 3049750 | 305580.00853 | 3404663 | 302419.76737 | 11502473 | 1145196.5423 | 11431482 | 1079798.4674 |

Note:

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