

PERIODIC DISCLOSURES

FORM NL Business Acquisition through different channels

INSURER :THE ORIENTAL INSURANCE COMPANY LIMITED Date: 01/07/2017 to 30/09/2017

(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	2044956	130454.84	2005817	103062.20	3910002	257718.12	3828030	221224.42
2	Corporate Agents-Banks	116209	5697.93	50703	3452.20	246635	12412.29	182552	8814.17
3	Corporate Agents -Others	46184	1681.24	22114	1100.43	140870	3733.93	70252	3037.77
4	Brokers	205400	52942.67	153075	41373.49	489715	112467.89	414304	86932.17
5	Micro Agents	0	0.00	0	0.00	0	0.00	0	0.00
6	Direct Business	364049	97045.78	459377	122690.83	828931	177426.75	882566	202451.07
	Total (A)	2776798	287822.45	2691086	271679.15	5616152	563758.97	5377704	522459.6
1	Referral (B)	0	0.00	0	0.00	0	0.00	0	0.00
	Grand Total (A+B)	2776798	287822.45	2691086	271679.15	5616152	563758.97	5377704	522459.6

Note:

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