

PERIODIC DISCLOSURES

FORM NL-40 Business Acquisition through different channels

Insurer: THE ORIENTAL INSURANCE COMPANY LIMITED Date: 01/07/2013 to 30/09/2013

(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	2243841	91497.57	2187179	87153.53	4423615	188914.59	4347749	176429.36
2	Corporate Agents-Banks	81524	8982.71	55797	1922.14	167212	13045.25	110057	3889.71
3	Corporate Agents -Others	31493	1822.53	31789	2294.07	64117	4214.79	60944	4344.25
4	Brokers	82429	25428.36	65667	20581.06	159488	52983.52	120217	43634.63
5	Micro Agents	0	0	0	0	0	0	0	0
6	Direct Business	372046	45072.33	385946	42878.64	736892	109516.56	770492	101620.59
	Total (A)	2811333	172803.50	2726378	154829.44	5551324	368674.71	5409459	329918.54
1	Referral (B)	0	0.00	0	0.00	0	0.00	0	0.00
	Grand Total (A+B)	2811333	172803.50	2726378	154829.44	5551324	368674.71	5409459	329918.54

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