

## PERIODIC DISCLOSURES

### FORM N Business Acquisition through different channels

INSURER :THE ORIENT Date: 01/07/2016 to 30/09/2016

(Rs in Lakhs)

Sl.No.	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	1531961	122644.00	1807691	106909.62	3269174	240806.22
2	Corporate	127672	4952.20	114474	4443.34	259521	10314.17	223880	8984.54
3	Corporate	47322	1797.67	43330	1680.01	95460	3735.01	84957	3487.65
4	Brokers	277948	63032.70	164446	31472.85	539177	108591.38	272939	64072.26
5	Micro Agent	0	0	0	0.00	0	0.00	0	0.00
6	Direct Business	706183	79253.35	783936	56602.15	1214372	159013.59	1568391	130443.85
	<b>Total (A)</b>	<b>2691086</b>	<b>271679.92</b>	<b>2913877</b>	<b>201107.97</b>	<b>5377704</b>	<b>522460.37</b>	<b>5762164</b>	<b>418667.45</b>
1	Referral (B)	0	0	0	0.00	0	0.00	0	0.00
	<b>Grand Total (A+B)</b>	<b>2691086</b>	<b>271679.92</b>	<b>2913877</b>	<b>201107.97</b>	<b>5377704</b>	<b>522460.37</b>	<b>5762164</b>	<b>418667.45</b>

Note:

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