

PERIODIC DISCLOSURES

FORM NL-40

Business Acquisition through different channels

Insurer: THE ORIENTAL INSURANCE COMPANY LIMITED **Date: 01/10/2013 to 31/12/2013**

(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	2386740	92246.87	2267463	82857.29	6810355	281161.46	6615212	259286.65
2	Corporate Agents-Banks	74502	4933.49	78331	4070.5	241714	17978.74	188388	7960.21
3	Corporate Agents -Others	22624	2128.97	32024	1923.67	86741	6343.76	92968	6267.92
4	Brokers	68824	24732.4	82383	17434.75	228312	77715.92	202600	61069.38
5	Micro Agents	0	0	0	0	0	0	0	0
6	Direct Business	406732	37140.55	370300	40459.63	1143624	146657.11	1140792	142080.22
	Total (A)	2959422	161182.28	2830501	146745.84	8510746	529856.99	8239960	476664.38
1	Referral (B)	0	0.00	0	0.00	0	0.00	0	0.00
	Grand Total (A+B)	2959422	161182.28	2830501	146745.84	8510746	529856.99	8239960	476664.38

Note:

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