

PERIODIC DISCLOSURES

FORM NL-40 Business Acquisition through different channels

Insurer: THE ORIENTAL INSURANCE COMPANY LIMITED Date: 01/01/2014 to 31/03/2014

(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	2463450	106647.77	3706317	92951.93	9273805	387809.23	8829248	352238.59
2	Corporate Agents-Banks	113803	4286.08	125910	5399.03	355517	22264.82	335197	13359.24
3	Corporate Agents -Others	41204	1785.5	64903	4228.24	127945	8129.26	152552	10496.16
4	Brokers	98831	20763.16	125817	24170.3	327143	98479.08	292836	85239.68
5	Micro Agents	0	0	0	0	0	0	0	0
6	Direct Business	444093	49788.66	581951	51739.49	1587717	196445.77	1757536	193819.71
	Total (A)	3161381	183271.17	4604898	178488.99	11672127	713128.16	11367369	655153.38
1	Referral (B)	0	0.00	0	0.00	0	0.00	0	0.00
	Grand Total (A+B)	3161381	183271.17	4604898	178488.99	11672127	713128.16	11367369	655153.38

Note:

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