

PERIODIC DISCLOSURES

FORM N Business Acquisition through different channels

INSURER : THE ORIENTAL INSURANCE COMPANY LIMITED

01/04/2018 to 30/06/2018

(Rs in Lakhs)

Sl.No.	Business Acquisition through different channels								
	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	2115313	140050	1865046	127263	2115313	140050	1865046	127263
2	Corporate Agents-Banks	35456	3240	130426	6714	35456	3240	130426	6714
3	Corporate Agents -Others	24311	2564	94686	2053	24311	2564	94686	2053
4	Brokers	147237	65278	284315	59525	147237	65278	284315	59525
5	Micro Agents	0	0	0	0	0	0	0	0
6	Direct Business	493109	112073	464881	80381	493109	112073	464881	80381
	Total (A)	2815426	323205	2839353	275937	2815426	323205	2839353	275937
1	Referral (B)	0	0	0	0	0	0	0	0
	Grand Total (A+B)	2815426	323205	2839353	275937	2815426	323205	2839353	275937

Note:

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