

PERIODIC DISCLOSURES

FORM N Business Acquisition through different channels

INSURER : THE ORIENTAL INSURANCE COMPANY LIMITED

01/07/2018 to 30/09/2018

(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	2163014	114462.33	2044956	130455	4135733	239283	3910002	257718
2	Corporate Agents-Banks	34376	1031.54	116209	5698	76121	2259	246635	12412
3	Corporate Agents -Others	22971	643.86	46184	1681	59183	1671	140870	3734
4	Brokers	83177	58738.26	205400	52943	118356	131848	489715	112468
5	Micro Agents	0	0.00	0	0	0	0	0	0
6	Direct Business	390990	153907.17	364049	97046	1120561	276928	828931	177427
	Total (A)	2694528	328783.16	2776798	287822	5509954	651989	5616152	563759
1	Referral (B)	0	0.00	0	0	0	0	0	0
	Grand Total (A+B)	2694528	328783.16	2776798	287822	5509954	651989	5616152	563759

Note:

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