

## PERIODIC DISCLOSURES

FORM NL-40

Business Acquisition through different channels

INSURER : THE ORIENTAL INSURANCE COMPANY LIMITED

4TH Quarter 01/01/2020 to 31/03/2020

(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	1322941	144644	1685864	149550	6588610	533549	7146219	521116
2	Corporate Agents-Banks	173278	7166	123979	19447	258226	27405	229275	22889
3	Corporate Agents -Others	14664	4675	19306	755	61210	6869	94539	4526
4	Brokers	309263	69547	253437	72593	1199886	267538	1254389	275798
5	Micro Agents	0	0	0	0	0	0	0	0
6	MISP	272713	9986	278856	15942	879288	38536	1235650	57556
7	Direct Business	151465	124278	333350	103805	697223	493367	1068950	438047
	Total (A)	2244324	360297	2694792	362092	9684443	1367264	11029022	1319931
1	Referral (B)	0	0	0	0	0	0	0	0
	Grand Total (A+B)	2244324	360297	2694792	362092	9684443	1367264	11029022	1319931

Note:

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