

## PERIODIC DISCLOSURES

FORM NL-40

Business Acquisition through different channels

INSURER : THE ORIENTAL INSURANCE COMPANY LIMITED

1st Quarter 01/04/2020 to 30/06/2020

(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	1188054	113388.13	1624148	130057	1188054	113388.13	1624148	130057
2	Corporate Agents-Banks	68820	6342.28	25729	929	68820	6342.28	25729	929
3	Corporate Agents -Others	15151	563.21	15515	755	15151	563.21	15515	755
4	Brokers	157193	72458.25	247189	70066	157193	72458.25	247189	70066
5	Micro Agents			0	0			0	0
6	MISP	151587	4699.24	187743	9650	151587	4699.24	187743	9650
7	Direct Business	120769	84787	185533	129170	120769	84787	185533	129170
	Total (A)	1701574	282239	2285857	340627	1701574	282239	2285857	340627
1	Referral (B)								
	Grand Total (A+B)	1701574	282239	2285857	340627	1701574	282239	2285857	340627

Note:

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