

## PERIODIC DISCLOSURES

FORM NL-4C

Business Acquisition through different channels

INSURER : THE ORIENTAL INSURANCE COMPANY LIMITED

2nd Quarter 01/07/2020 to 30/09/2020

(Rs in Lakhs)

Business Acquisition through different channels									
Sl.No.	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	2388915	120414.96	1852098	142603	3576969	233803.09	3476246	272660
2	Corporate Agents-Banks	128408	6911.59	24912	1041	197228	13253.87	50641	1970
3	Corporate Agents -Others	22989	1090.69	16062	659	38140	1653.90	31577	1414
4	Brokers	262216	57525.78	348729	69472	419409	129984.03	595918	139538
5	Micro Agents	0	0	0	0	0	0	0	0
6	MISP	191458	7583.23	160249	9074	343045	12282.47	347992	18724
7	Direct Business	107473	150370	280267	122079	228242	235158	465800	251249
	Total (A)	3101459	343897	2682317	344928	4803033	626135	4968174	685555
1	Referral (B)	0	0	0	0	0	0	0	0
	Grand Total (A+B)	3101459	343897	2682317	344928	4803033	626135	4968174	685555