

## PERIODIC DISCLOSURES

FORM NL-40

Business Acquisition through different channels

INSURER : THE ORIENTAL INSURANCE COMPANY LIMITED

3rd Quarter 01/10/2020 to 31/12/2020

(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	1367452	139036.13	1789423	115880	4944421	372839.22	5265669	388905
2	Corporate Agents-Banks	94409	6266.22	34307	18269	291637	19520.09	84948	20239
3	Corporate Agents -Others	27970	2145.21	14969	781	66110	3649.11	46546	2194
4	Brokers	275826	90363.79	294705	58453	695235	220347.83	890623	197991
5	Micro Agents	0	0	0	0	0	0	0	0
6	MISP	337104	11231	258583	9826	680149	23513.53	606575	28550
7	Direct Business	421888	43478	79958	118138	650130	280286	545758	369089
	Total (A)	2524649	292520	2471945	321345	7327682	920156	7440119	1006968
1	Referral (B)								
	Grand Total (A+B)	2524649	292520	2471945	321345	7327682	920156	7440119	1006968

Note:

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