

## PERIODIC DISCLOSURES

**FORM NL-40 Business Acquisition through different channels**

**Insurer: THE ORIENTAL INSURANCE COMPANY LIMITED**

**Date: 01/04/2011 to 30/06/2011**

*(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	2106430	78195.33	2138149	69151.48	2106430	78195.33	2138149	69151.48
2	Corporate Agents-Banks	42713	1328.41	45353	1174.94	42713	1328.41	45353	1174.94
3	Corporate Agents -Others	27666	1719.47	32297	1949.95	27666	1719.47	32297	1949.95
4	Brokers	56886	23020.21	60012	23962.51	56886	23020.21	60012	23962.51
5	Micro Agents	0	0	0	0	0	0	0	0
6	Direct Business	386328	46501.32	316820	40097.28	386328	46501.32	316820	40097.28
	Total (A)	2620023	150764.74	2592631	136336.16	2620023	150764.74	2592631	136336.16
1	Referral (B)	34544	1235.62	46872	1167.00	34544	1235.62	46872	1167
	Grand Total (A+B)	2654567	152000.36	2639503	137503.16	2654567	152000.36	2639503	137503.16

Note:

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