

## PERIODIC DISCLOSURES

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

**Insurer: THE ORIENTAL INSURANCE COMPANY LIMITED**

**Date: 01/07/2011 to 30/09/2011**

*(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	2171889	78559.06	2169510	70182.99	4278319	156754.39	4307659	139334.47
2	Corporate Agents-Banks	85655	2513.63	50833	1911.08	162912	5077.66	96186	3086.02
3	Corporate Agents -Others	30082	2131.31	28664	1469.4	57748	3850.78	60961	3419.35
4	Brokers	55442	20256.19	69348	17920.98	112328	43276.4	129360	41883.49
5	Micro Agents	0	0	0	0	0	0	0	0
6	Direct Business	391008	51381.87	345360	33572.6	777336	97883.19	656522	73669.88
	Total (A)	2734076	154842.06	2663715	125057.05	5388643	306842.42	5250688	261393.21
1	Referral (B)	0	0.00	52719	1269.00	0	0	99591	2436
	Grand Total (A+B)	2734076	154842.06	2716434	126326.05	5388643	306842.42	5350279	263829.21

Note:

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