

PERIODIC DISCLOSURES

FORM NL-40

Business Acquisition through different channels

INSURER : THE ORIENTAL INSURANCE COMPANY LIMITED

4th Quarter 01/01/2021 to 31/03/2021

(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	1311269	138211.39	1322941	144644	6255690	511050.61	6588610	533549
2	Corporate Agents-Banks	99948	8997.86	173278	7166	391585	28517.95	258226	27405
3	Corporate Agents -Others	39408	3087.66	14664	4675	105518	6736.77	61210	6869
4	Brokers	367452	74485.76	309263	69547	1062687	294833.59	1199886	267538
5	Micro Agents	0	0	0	0	0	0	0	0
6	MISP	251983	10117.20	272713	9986	932132	33630.74	879288	38536
7	Direct Business	179254	89942	151465	124278	829384	370229	697223	493367
	Total (A)	2249314	324842	2244324	360297	9576996	1244998	9684443	1367264
1	Referral (B)								
	Grand Total (A+B)	2249314	324842	2244324	360297	9576996	1244998	9684443	1367264

Note:

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