

FORM NL-36- BUSINESS -CHANNELS WISE

Name of the Insurer: THE ORIENTAL INSURANCE COMPANY LIMITED

Date: 31st Dec 2021

Sl.No.	Channels	For the Quarter		Upto the Quarter		For the corresponding quarter of the previous year		Up to the corresponding quarter of the previous year	
		No. of Policies	Premium (Rs.Lakhs)	No. of Policies	Premium (Rs.Lakhs)	No. of Policies	Premium (Rs.Lakhs)	No. of Policies	Premium (Rs.Lakhs)
1	Individual agents	1201145	123850.25	3499523	349307.99	1367452	139000.66	4944421	372803.75
2	Corporate Agents-Banks	113846	6280.01	223822	17357.01	94409	5284.22	291637	18538.09
3	Corporate Agents -Others	31045	3276.73	109355	5997.22	27970	6812.34	66110	8466.24
4	Brokers	248387	111656.46	710565	292753.88	275826	90363.80	695235	220347.83
5	Micro Agents	0	0.00			0	0.00		
6	Direct Business	240837	65436.09	342640	336096.72	393270	32771.17	495549	260744.03
	i).Officers/Employees	0	0			0	0	0	0
	ii) Online (through Company Website)	0	0			0	0	0	0
	iii) Others								
7	Common Service Centres(CSC)	0	0			0	0	0	0
8	Insurance Marketing Firm	2100	43.25	2613	122.35	2231	37.61	2895	150.96
9	Point of sales person (Direct)	1967	4819.66	118138	11596.56	15433	3290.72	92535	7086.82
10	MISP (Direct)	24291	9002.96	295585	22281.56	337104	11231.06	680149	23513.53
11	Web Aggregators	18826	46.00	33900	1874.91	10954	3728.67	59151	8505.00
12	Referral Arrangements	0	0.00	0	0.00	0	0.00	0	0.00
13	Other (to be sepcified) (i) _____ (ii) _____								
	Total (A)	1882444	324411.41	5336141	1037388.20	2524649	292520.25	7327682	920156.25
14	Business outside India (B)	18025	7083.80	50401	23975.19	18348	7538.50	47120	22901.61
	Grand Total (A+B)	1900469	331495.20	5386542	1061363.39	2542997	300058.75	7374802	943057.86

Note:

- (a). Premium means amount of premium received from business acquired by the source
- (b). No of Policies stand for no. of policies sold
- (c). Grand Total (A+B) should be consistent with all relevant NL forms e.g. NL-4 etc., as applicable