

**FORM NL-36- BUSINESS -CHANNELS WISE**

**Name of the Insurer: THE ORIENTAL INSURANCE COMPANY LIMITED**

**Date: 31st March 2022**

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	1256844	148225.38	4756367	497533.37	1311269	138246.86	6255690	511050.61
2	Corporate Agents-Banks	76607	8181.22	300429	25538.23	99948	9979.86	391585	28517.95
3	Corporate Agents -Others	36140	1747.01	145495	7744.23	39408	-1729.47	105518	6736.77
4	Brokers	221482	84857.59	932047	377611.47	367452	74485.76	1062687	294833.59
5	Micro Agents	0	0.00	0	0.00	0	0.00	0	0.00
6	Direct Business	136238	73861.05	478878	409957.78	139303	87345.60	634852	348089.63
	i).Officers/Employees								
	ii) Online (through Company Website)								
	iii) Others								
7	Common Service Centres(CSC)	0	0	0	0.00	0	0	0	0
8	Insurance Marketing Firm	247	48.09	2860	170.44	265	49.04	3160	200.00
9	Point of sales person (Direct)	52331	5335.94	170469	16932.50	39586	3716.03	132121	10802.85
10	MISP (Direct)	92692	11382.34	388277	33663.90	251983	10117.93	932132	33631.46
11	Web Aggregators	589	70.16	34489	1945.07	100	2603.00	59251	11108.00
12	Referral Arrangements	0	0.00	0	0.00	0	0.00	0	0.00
13	Other (to be sepcified) (i) _____ (ii) _____					0	0.00		
	<b>Total (A)</b>	<b>1873170</b>	<b>333708.79</b>	<b>7209311</b>	<b>1371096.99</b>	<b>2249314</b>	<b>324814.61</b>	<b>9576996</b>	<b>1244970.86</b>
14	Business outside India (B)	17205	7848.04	65749	31123.00	19447	7557.53	64693	29798.11
	<b>Grand Total (A+B)</b>	<b>1890375</b>	<b>341556.83</b>	<b>7275060</b>	<b>1402219.99</b>	<b>2268761</b>	<b>332372.14</b>	<b>9641689</b>	<b>1274768.97</b>

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