

PERIODIC DISCLOSURES

FORM NL-4 Business Acquisition through different channels

INSURER :THE ORIENTAL INSURANCE CO Date: 01.01.2017 TO 31.03.2017

(Rs in Lakhs)

Sl.No.	Business Acquisition through different channels								
	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	1917485	125640.13	2302250	111442.42	7669151	445812.39	8163754	421458.85
2	Corporate Agents-Banks	106940	4127.79	100956	4078.30	386002	15957.60	426276	17350.17
3	Corporate Agents -Others	157233	4055.71	44029	1914.94	268836	8512.78	170775	7249.28
4	Brokers	822314	60336.23	136544	38062.52	1447676	216683.35	509912	139338.27
5	Micro Agents	103527	8286.12	0	0.00	103527	8286.12	0	0.00
6	Direct Business	297164	99973.78	459020	58333.61	1556290	384546.22	2459366	246077.79
	Total (A)	3404663	302419.767	3042799	213831.79	11431482	1079798.47	11730083	831474.36
1	Referral (B)			0	0.00			0	0.00
	Grand Total (A+B)	3404663	302419.77	3042799	213831.79	11431482	1079798.47	11730083	831474.36

Note:

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