

## PERIODIC DISCLOSURES

### FORM N Business Acquisition through different channels

Insurer: **THE ORIENTAL INSURANCE COMPANY L** Date: **01/04/2017 to 30/06/2017**

(Rs in Lakhs)

Sl.No.	Channels	Business Acquisition through different 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	1865046	127263	1822213	118162	1865046	127263	1822213	118162
2	Corporate Agents-Banks	130426	6714	131849	5362	130426	6714	131849	5362
3	Corporate Agents -Others	94686	2053	48138	1937	94686	2053	48138	1937
4	Brokers	284315	59525	261229	45559	284315	59525	261229	45559
5	Micro Agents	0	0	0	0	0	0	0	0
6	Direct Business	464882	80381	423189	79760	464882	80381	423189	79760
	Total (A)	2839354	275937	2686618	250780	2839354	275937	2686618	250780
1	Referral (B)	0	0	0	0	0	0	0	0
	Grand Total (A+B)	2839354	275936.51189752	2686618	250780.45	2839353.5	275936.512	2686618	250780.45

Note:

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