

## PERIODIC DISCLOSURES

**FORM NL-40**

**Business Acquisition through different channels**

**Insurer: THE ORIENTAL INSURANCE COMPANY LIMITED Date: 01/04/2013 to 30/06/2013**

*(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	2179774	97417.02	2160570	89275.83	2179774	97417.02	2160570	89275.83
2	Corporate Agents-Banks	85688	4062.54	54260	1967.57	85688	4062.54	54260	1967.57
3	Corporate Agents -Others	32624	2392.26	29155	2050.18	32624	2392.26	29155	2050.18
4	Brokers	77059	27555.16	54550	23053.57	77059	27555.16	54550	23053.57
5	Micro Agents	0	0	0	0	0	0	0	0
6	Direct Business	364846	64444.23	384546	58741.95	364846	64444.23	384546	58741.95
	Total (A)	2739991	195871.21	2683081	175089.1	2739991	195871.21	2683081	175089.1
1	Referral (B)	0	0.00	0	0.00	0	0.00	0	0.00
	Grand Total (A+B)	2739991	195871.21	2683081	175089.1	2739991	195871.21	2683081	175089.1

Note:

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