

PERIODIC DISCLOSURES

FORM I Business Acquisition through different channels

INSURER : THE ORIENTAL INSURANCE COMPANY LIMITED

3RD Quarter 01/10/2018 to 31/12/2018

(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	1323622	132282.26	2297328	163112	5459355	371565	6207329	420830
2	Corporate Agents-Banks	29175	1183.09	61828	14948	105296	3442	308462	27360
3	Corporate Agents -Others	16050	2100.18	20128	2412	75233	3771	160998	6146
4	Brokers	882596	71357.57	135731	37912	1000952	203205	625446	150378
5	Micro Agents	0	0.00	0	0	0	0	0	0
6	Direct Business	572833	98927.62	321557	57476	1693394	375855	1150488	234903
	Total (A)	2824276	305850.72	2836572	275860	8334230	957839	8452723	839618
1	Referral (B)	0	0.00	0	0	0	0	0	0
	Grand Total (A+B)	2824276	305850.72	2836572	275860	8334230	957839	8452723	839618

Note:

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