

PERIODIC DISCLOSURES

FORM NL-40 Business Acquisition through different channels

Insurer: **THE ORIENTAL INSURANCE COMPANY LIMITED** Date: **01/10/2011 to 31/12/2011**

(Rs in Lakhs)

Sl.No.	Channels	Business Acquisition through different channels							
		Current Quarter		Same quarter 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	2209501	79491.42	2226460	70580.07	6487820	236245.81	6534119	209914.54
2	Corporate Agents-Banks	46375	1514.25	42640	1084.56	209287	6591.91	138826	4170.58
3	Corporate Agents -Others	29901	1939.42	27535	1593.46	87649	5790.2	88496	5012.81
4	Brokers	54691	16410.87	51161	17364.17	167019	59687.27	180521	59247.66
5	Micro Agents	0	0	0	0	0	0	0	0
6	Direct Business	398249	32708.57	359155	33860.42	1175585	130591.76	1015977	107530.06
	Total (A)	2738717	132064.53	2706951	124482.68	8127360	438906.95	7957939	385875.65
1	Referral (B)	28822	905.03	43961	1022.39	28822	905.03	144612	3458.63
	Grand Total (A+B)	2767539	132969.56	2750912	125505.07	8156182	439811.98	8102551	389334.28

1. Premium means amount of premium received from business acquired by the source

2. No of Policies stand for no. of policies sold