

THE ORIENTAL INSURANCE COMPANY LTD.
HEAD OFFICE, NEW DELHI

CIRCULAR

Dept: Marketing
Ref.HO/MKTG/2025-26/CR- **8742**

Date: 25.07.2025

To All ROs/CBO Incharges

**Re: Policy for payment of remuneration and Incentives for Agents/POSPs and
Other Insurance Intermediary (including MISP) for the Financial Year 2025-26**

We are pleased to inform you that the competent authority has approved the revised commission structure for Agents/POSPs and other Insurance Intermediary (including MISP) w.e.f 1st August, 2025 to 31st March, 2026, as follows.

Health Department

S.No.	Line of Business	Commission
1.	Health – Individual*/Retail	Up to 45 years – 30% 46 to 65 years – 20% 66 years and above -10% - Age of the senior most person covered under the policy shall be considered for calculation of commission.
2.	Oriental Youth Eco Care Policy	30%
3.	Overseas Mediclaim Policy	30%
3.	Health – Group**	7.5%
4.	Health – Govt. Scheme	As specified in the Government Scheme/Notification else as per Health –Group (Employer-Employee only)- Annual Segment
5.	Bank Sathi	18 to 45 years - 30% 46 to 60 years - 10% 60 years and above – 2.5% Age of the senior most person covered under the policy shall be considered for calculation of commission.

*Individual includes annual premium, three years single premium, three years regular premium.

** Commission on group policies to be additionally loaded in the premium

Motor Department:

Maximum Remuneration payable under Motor policies issued on and after 1st August 2025				
All channels including MISP				
Sr No.	Year	Type of Policy	Maximum Commission	Applicability of class of vehicle
			FY 2025-26	
TWO WHEELER				
1	New Vehicles	Bundled Policy	20% on OD premium + 80% on TP Premium booked for the 1st year. No subsequent commission on TP Premium booked in subsequent years	Two Wheeler
2	Age of Vehicle upto 15 years	Package Policy	20% on Net Premium (OD+TP)	Two Wheeler
3	Age of Vehicle upto 10 years	Stand Alone Own Damage Policies	20 % on OD premium	Two Wheeler
4	No age Restriction - Till the validity of the RC	Liability Only Policy	20 % on TP premium	Two Wheeler
PRIVATE CAR				
5	New Vehicles	Bundled Policy	30% on OD premium + 50% on TP Premium booked for the 1st year. No subsequent commission on TP Premium booked in subsequent years	Private Car
6	Age of Vehicle upto 15 years	Package Policy	15% on Net Premium (OD+TP)	Private Car
7	Age of Vehicle upto 10 years	Stand Alone Own Damage Policies	15% on total OD premium	Private Car
8	No age Restriction - Till the validity of the RC	Liability Only Policy	15 % on TP premium	Private Car

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AMBULANCES				
9	Upto 15 years of vehicle age	Package Policy	20% on Net Premium (OD+TP)	Ambulances under Miscellaneous Class of Vehicle
10	No age Restriction - Till the validity of the RC	Liability Only Policy	10% on TP premium	Ambulances under Miscellaneous Class of Vehicle
MISC. D (EXCEPT AMBULANCE)				
11	Upto 10 years of vehicle age	Package Policy	12.5% on OD Premium + 8% on TP Premium	Misc. Vehicles other than Ambulance
12	Beyond 10 years of vehicle age upto 15 years	Package Policy	10% on OD Premium +8% on TP Premium	Misc. Vehicles other than Ambulance
13	No age Restriction - Till the validity of the RC	Liability Only Policy	8% on TP premium	Misc. Vehicles other than Ambulance
COMMERCIAL VEHICLE (GCCV)				
14	Upto 15 years of vehicle age including Brand New	Package Policy	55% on Net Premium (OD+TP)	GCCV with GVW Upto 2000 Kg
14(a)	No age Restriction - Till the validity of the RC	Liability Only Policy	55% on TP premium	GCCV with GVW Upto 2000 Kg
15	Upto 15 years of vehicle age including Brand New	Package Policy	40% on Net Premium (OD+TP)	GCCV with GVW > 2000 Kg upto 3500 Kg
15(a)	No age Restriction - Till the validity of the RC	Liability Only Policy	40% on TP premium	GCCV with GVW > 2000 Kg upto 3500 Kg
16	Upto 15 years of vehicle age including Brand New	Package Policy	25% on Net Premium (OD+TP)	GCCV with GVW > 3500 Kg upto 7500 Kg
16(a)	No age Restriction - Till the validity of the RC	Liability Only Policy	25% on TP premium	GCCV with GVW > 3500 Kg upto 7500 Kg
17	Upto 15 years of vehicle age including Brand	Package Policy	15% on Net Premium (OD+TP)	GCCV with GVW > 7500 Kg upto 10000 Kg

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	New			
17(a)	No age Restriction - Till the validity of the RC	Liability Only Policy	15% on TP premium	GCCV with GVW > 7500 Kg upto 10000 Kg
18	Upto 15 years of vehicle age including Brand New	Package Policy	5% on Net Premium (OD+TP)	GCCV with GVW > 10000 Kg upto 12500 Kg
18(a)	No age Restriction - Till the validity of the RC	Liability Only Policy	5% on TP premium	GCCV with GVW > 10000 Kg upto 12500 Kg
19	Upto 15 years of vehicle age including Brand New	Package Policy	7.5% on Net Premium (OD+TP)	GCCV with GVW > 12500 Kg upto 20000 Kg
19(a)	No age Restriction - Till the validity of the RC	Liability Only Policy	7.5% on TP premium	GCCV with GVW > 12500 Kg upto 20000 Kg
20	Upto 15 years of vehicle age including Brand New	Package Policy	10% on Net Premium (OD+TP)	GCCV with GVW > 20000 Kg upto 25000 Kg
20(a)	No age Restriction - Till the validity of the RC	Liability Only Policy	10% on TP premium	GCCV with GVW > 20000 Kg upto 25000 Kg
21	Upto 15 years of vehicle age including Brand New	Package Policy	7.5% on Net Premium (OD+TP)	GCCV with GVW > 25000 Kg upto 34000 Kg
21(a)	No age Restriction - Till the validity of the RC	Liability Only Policy	7.5% on TP premium	GCCV with GVW > 25000 Kg upto 34000 Kg
22	Upto 15 years of vehicle age including Brand New	Package Policy	5% on Net Premium (OD+TP)	GCCV with GVW > 34000 Kg upto 40000 Kg
22(a)	No age Restriction - Till the validity of the RC	Liability Only Policy	5% on TP premium	GCCV with GVW > 34000 Kg upto 40000 Kg
23	Upto 15 years of vehicle age including Brand New	Package Policy	NIL on OD Premium+2. 5% on TP premium	GCCV with GVW > 40000 Kg upto 50000 Kg

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23(a)	No age Restriction - Till the validity of the RC	Liability Only Policy	2.5% on TP premium	GCCV with GVW > 40000 Kg upto 50000 Kg
24	Upto 15 years of vehicle age including Brand New	Package Policy	NIL Commission	GCCV with GVW > 50000 Kg
24(a)	No age Restriction - Till the validity of the RC	Liability Only Policy	NIL Commission	GCCV with GVW > 50000 Kg

PASSENGER CARRYING VEHICLE (PCCV)

25	Brand New	Package Policy	42.5% on Net Premium (OD+TP)	3 Wheeler (PCCV) Passenger Carrying
26	From 1 year - Upto 15 years of vehicle age	Package Policy	35% on Net Premium (OD+TP)	3 Wheeler (PCCV) Passenger Carrying
28	No age Restriction - Till the validity of the RC	Liability Only Policy	5% on TP premium	3 Wheeler (PCCV) Passenger Carrying
29	Brand New	Package Policy	20% on Net Premium (OD+TP)	4 Wheeled (PCCV) carrying capacity not exceeding 6 passengers (Taxi)
30	From 1 year - Upto 15 years of vehicle age	Package Policy	15% on Net Premium (OD+TP)	4 Wheeled (PCCV) carrying capacity not exceeding 6 passengers (Taxi)
31	No age Restriction - Till the validity of the RC	Liability Only Policy	5% on TP premium	4 Wheeled (PCCV) carrying capacity not exceeding 6 passengers (Taxi)
32	Brand New	Package Policy	15% on Net Premium (OD+TP)	4 Wheeled (PCCV) carrying capacity exceeding 6 passengers and upto 17 passengers

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33	From 1 year - Upto 15 years of vehicle age	Package Policy	15% on Net Premium (OD+TP)	4 Wheeled (PCCV) carrying capacity exceeding 6 passengers and upto 17 passengers
34	No age Restriction - Till the validity of the RC	Liability Only Policy	5% on TP premium	4 Wheeled (PCCV) carrying capacity exceeding 6 passengers and upto 17 passengers
35	Upto 10 years of vehicle age	Package Policy	7.5 % on OD Premium + 2.5% on TP Premium	(PCCV) Carrying capacity exceeding 17 passengers upto 36 seating capacity
36	Beyond 10 years of vehicle age upto 15 years	Package Policy	5 % on OD Premium + 2.5% on TP Premium	(PCCV) Carrying capacity exceeding 17 passengers upto 36 seating capacity
37	No age Restriction - Till the validity of the RC	Liability Only Policy	0% on TP premium	(PCCV) Carrying capacity exceeding 17 passengers upto 36 seating capacity
38	Upto 15 years of vehicle age	Package Policy	5% on Net Premium (OD+TP)	(PCCV) Carrying capacity exceeding 36 passengers
39	No age Restriction - Till the validity of the RC	Liability Only Policy	0% on TP premium	(PCCV) Carrying capacity exceeding 36 passengers
40	Upto 15 years of vehicle age	Package Policy	10% on Net Premium (OD+TP)	2 Wheeler Passenger Carrying (PCCV)
41	No age Restriction - Till the validity of the RC	Liability Only Policy	0% on TP premium	2 Wheeler Passenger Carrying (PCCV)

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EDUCATIONAL INSTITUTION and SCHOOL BUSES				
42	Upto 15 years of vehicle age	Package Policy	60% on Net Premium (OD+TP)	Educational Institution and Staff Buses
43	No age Restriction - Till the validity of the RC	Liability Only Policy	45% on TP premium	Educational Institution and Staff Buses
STAND ALONE CPA				
44	No age Restriction	Stand Alone CPA	2.5% on Net Premium	All class of vehicles
MOTOR TRADE				
45	No age Restriction	Package Policy	10% on Net Premium	Motor Trade Policies E,F,G

For Fire/Marine Cargo / Hull / Aviation/ Other Misc. Commission Structure (from 1st August, 2025)

S.No.	Line of Business	Max. Commission On Net Premium **
1.	Bharat Griha Raksha Policy Including Flexi	40%
2.	Bharat Sooksham Udyam Policy including Flexi	25.50%
3.	Bharat Laghu Udyam Policy including Flexi	25.50%
4.	Fire-Retail (S.I <= Rs. 2500 Crs) (other than above policies & except preferred and non-preferred policies)	25%
5.	Fire-Commercial (Risk with S.I. <=Rs.2500 crs) (except non-preferred policies)	25%
6.	Fire-Commercial (Risks with S.I. >Rs.2500 crs) (except non-preferred policies)	17.50%
7.	Fire-Non- Preferred Risks (For all the above policies mentioned from Sr. No. 2 to 6)	As per list given below Table A (10%)
8.	Fire- Preferred Risks (For all the above policies mentioned from Sr. No. 2 to 6)	As per list given below Table B (32%)
9.	Engineering - Project Policies (CAR, EAR, MCE, SCE, ALOP, MLOP, BLOP) S.I<= INR2500 Crores	25%
10.	Engineering - Project Policies (CAR, EAR, MCE, SCE, ALOP, MLOP, BLOP) S.I>= INR2500 Crores	20%
11.	All other Annual Policies (BPP, CECR, DOS, CPM, MBD, EEI)	20%
12.	Marine-Cargo	16%

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13.	Marine-Hull	17.50%
14.	Miscellaneous-Retail	16.5%
15.	Film Production Package Policy	18%
16.	Miscellaneous-Corporate/Group (other than Engineering)	16%
17.	Aviation	17.50%
18.	RID for Insurance Agent	15%
	RID for Insurance Intermediary	16%
19.	*Group PA/JPA/NagrikSuraksha	7.5%
20.	Bank Grahak Suraksha Policy	15%
21.	Awasiya Rin Bima Kavach Retail	20%
	Group	20%
22.	A)TERRORISM (As per pool)	5%
	B) TERRORISM (SAT)	RI Driven (To be referred to Head Office)

#Commission on group policies to be additionally loaded in the premium.

Fire - Non-Preferred Risks- (Table A)

S. no.	Occupancy Codes	Occupancy Description	Sum Insured Band	Maximum Commission payable on Net Premium **
1	2084	Foamed Plastics Manufacturing and / or converting plants		
2	2148	Plastic Goods Manufacturing having calorific value up to 15,000 btu/lb		
3	2216	Plastic Goods Manufacturing having calorific value of above 15000 btu/lb		
4	2163	Rope works (Plastic), Assembling of Plastic Goods such as Toys and the like		10%
5	2043	Chemical Manufacturing(Using materials with Flash Point below 32 C), Bulk Drug Manufacturing, carbon black mfg (using materials with flash point below 32C)	Irrespective of Sum Insured	

6	2044	Chemical Manufacturing(others), Pharmaceuticals, Toiletry products, carbon black mfg (using materials with flash point above 32C)	Irrespective of Sum Insured	10%
7	2144	Paper and Cardboard Mills (including Lamination)		
8	2070	Electric Generation Stations-Hydro Power stations		
9	2085	Foamed Rubber Manufacturing		
10	2111	Jute Mills		
11	2125	Mattress and Pillow making		
12	4010	Tanks containing liquids flashing at 32 C and below		
13	2063	Cotton Gin and Press Houses		
14	2140	Paint Factories (Water Based)		
15	2141	Paint (others) & Varnish Factories, powder coatings (powder paints)		
16	2142	Paints – Nitrocellulose based		
17	2153	Presses for coir fibers/waste/Grass/fodder/boosa/Jute		
18	4016	Materials stored in Open – Transporters godowns & Godowns of clearing and forwarding Agents		
19	4017	Materials Stored in Open – Storage of Coir Waste, Coir Fibre, Caddies		
20	4900	Silent Risk		
21	4015	Materials Stored in Open – Storage of hazardous Goods listed in Category III subject to warranty that Coir Waste, Coir Fibre and Caddies are not stored therein		

Fire - Preferred Risks – (Table B)

S. no.	Occupancy Codes	Occupancy Description	Sum Insured Band	Maximum Commission payable on Net Premium **
1	1003	Libraries	Irrespective of Sum Insured	32%
2	1004	Museums		32%
3	1005	Schools/Colleges		32%
4	1007	Office Premises/Meeting Rooms		32%
5	1008	Auditoriums/Planetarium		32%
6	1009	Mess Houses/ Clubs		32%
7	1010	Marriage Halls		32%

		Educational and Research Institutes imparting training in various crafts	Sum Insured	
8	1012	Lodging/Boarding Houses		32%
9	1013	Indoor Stadiums, Health Club, Gymnasium and Swimming Pool		32%
10	1016	Multiplex Theatre Complexes		32%
11	2229	Shopping Malls(Other than Multiplexes)		32%
12	2230	Electronic Software Parks/ Electronic Software Development		32%
13	2073			32%

- ****Net Premium** is excluding Facultative Reinsurance Premium, wherever applicable.
- All Stand-alone Terrorism policies – Premium to be loaded for Brokerage.
- Maximum commission/remuneration shown above includes brokerage and reward/incentive (excluding volume reward).
- Commission shall be payable on installments, extensions on existing EAR, CAR as well as other long term policies, at the rates applicable at the time of policy inception.

Government Business

In the case of government policies/schemes the commission/remuneration shall be payable as per Government notification/tender

Business Volume Rewards payable annually for FY 2025-26

AGENTS / POSPs

Volume Reward for FY 2025-26	
FIRE / MARINE / ENGINEERING	
Annual Premium More than Rs. 50 lacs to 1 Crores	Additional 0.25% of Premium
Annual Premium More than Rs. 1 Crores to 2 Crores	Additional 0.50% of Premium
Annual Premium More than Rs. 2 Crores	Additional 1.00% of Premium
MOTOR	
Annual Motor Premium booked above Rs 75 lacs to Rs.1.5 crore	1.00% of Annual Motor Premium Booked
Annual Motor Premium booked above Rs .1.5 crore	2.00% of Annual Motor Premium Booked
HEALTH (INCL PERSONAL ACCIDENT): NIL	

OTHER INSURANCE INTERMEDIARIES

Volume Reward for FY 2025-26

<u>FIRE / MARINE / ENGINEERING</u>	
Annual Premium More than Rs. 50 Crores	Additional 0.50% of Premium.
Annual Premium More than Rs. 75 Crores	Additional 0.75% of Premium.
Annual Premium More than Rs. 100 Crores	Additional 1.00% of Premium.
Annual Premium More than Rs. 200 Crores	Additional 1.50% of Premium

Volume Reward to be paid annually subject to following exclusions for determining the volume of Business

- Business emanating from premium received **under Government schemes** shall not be considered for determining the volume of Business. Premium procured under Govt. Schemes or Govt. Sponsored Schemes will qualify for reward only & as per the Govt. notification/tender.

The competent authority for disbursement of reward will be with the Regional In-charge/ In-charge of Corporate Business Office. The Volume rewards must be paid in the respective GL codes of Reward & Incentive for an Insurance Intermediary i.e. 1216 (For agents) / 1217(for Corporate Agents) / 1218(For Brokers)/ 1219(For POSP) and 1220(For IMFs).

GENERAL EXCLUSIONS REWARD SCHEME:

- No reward shall be paid to an Insurance Intermediary whose revenue from other than Insurance Intermediation activities is more than 50% of their total revenue and such intermediates will be excluded from the scope of eligibility under the Reward Scheme.
- The reward scheme shall not be applicable to Micro Insurance products and for Insurance services by Common Service Centers.
- Percentage of reward/ remuneration to be paid on the business involving facultative reinsurance shall be only **on our share of premium** subject to additional loading on premium.

Power to issue clarification/amendment:-

Impact/ performance of the scheme will be reviewed on time to time basis and Chairman cum Managing Director of the company has the final authority to reduce, modify, clarify & amend to the above scheme and his decision in this regard will be final.

This scheme is to be brought to the notice of all concerned and copy of the circular is to be displayed on the Office notice board for information.



(R S Rawat)
Dy. General Manager

