

PERIODIC DISCLOSURES

FORM NL-40 BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Name of the Insurer: ICICI Lombard General Insurance Company Limited

Registration No. 115 dated August 03, 2001

(₹ in Lakhs)

Sl.No.	Business Acquisition through different channels								
	Channels	For Q3 2011-12		For Q3 2010-11		Upto 9M 2011-12		Upto 9M 2010-11	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	290,170	19,434	145,972	12,794	619,010	53,156	424,635	38,460
2	Corporate Agents-Banks	57,576	7,525	52,526	8,533	165,505	20,228	52,526	8,533
3	Corporate Agents -Others	47,903	3,279	563,747	16,964	430,436	22,173	1,970,460	54,680
4	Brokers	192,496	31,159	103,437	15,890	459,612	81,616	321,923	59,065
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business internet	54,147	1,877	37,668	1,385	168,645	5,946	98,872	3,729
7	Direct Business others	1,562,549	65,752	699,103	44,246	3,566,187	198,160	1,112,004	138,989
	Total (A)	2,204,841	129,026	1,602,453	99,812	5,409,395	381,278	3,980,420	303,456
1	Referral (B)	-	-	-	-	-	-	89,349	8,912
	Grand Total (A+B)	2,204,841	129,026	1,602,453	99,812	5,409,395	381,278	4,069,769	312,368

Note:

1. Premium means amount of premium received from business acquired by the source
2. Number of Policies stand for number of policies sold