

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 2012-13		For Q3 2011-12		Upto 9M 2012-13		Upto 9M 2011-12	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	542,484	25,426	290,170	19,434	1,402,645	72,635	619,010	53,156
2	Corporate Agents-Banks	68,723	10,543	57,576	7,525	189,365	27,141	165,505	20,228
3	Corporate Agents -Others	36,446	2,016	47,903	3,279	108,040	5,664	430,436	22,173
4	Brokers	415,496	53,264	192,496	31,159	918,797	118,870	459,612	81,616
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business internet	75,118	2,647	54,147	1,877	223,308	8,055	168,645	5,946
7	Direct Business others	1,408,182	69,996	1,562,549	65,752	3,885,214	217,564	3,566,187	198,160
	Total (A)	2,546,449	163,892	2,204,841	129,026	6,727,369	449,929	5,409,395	381,278
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	2,546,449	163,892	2,204,841	129,026	6,727,369	449,929	5,409,395	381,278

Note:

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