

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)

Business Acquisition through different channels									
Sl.No.	Channels	For Q3 2013-14		For Q3 2012-13		Upto 9M 2013-14		Upto 9M 2012-13	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	718,290	28,152	542,484	25,426	1,859,073	84,905	1,402,645	72,635
2	Corporate Agents-Banks	89,832	11,904	68,723	10,543	243,076	32,580	189,365	27,141
3	Corporate Agents -Others	35,199	1,292	36,446	2,016	160,627	4,098	108,040	5,664
4	Brokers	507,805	56,859	415,496	53,264	1,409,554	167,149	918,797	118,870
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business internet	88,097	3,240	75,118	2,647	257,760	9,577	223,308	8,055
7	Direct Business others	1,726,315	65,941	1,408,182	69,996	4,390,028	209,511	3,885,214	217,564
	Total (A)	3,165,538	167,388	2,546,449	163,892	8,320,118	507,820	6,727,369	449,929
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	3,165,538	167,388	2,546,449	163,892	8,320,118	507,820	6,727,369	449,929

Note:

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