

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							
		For Q3 2010-11		For Q3 2009-10		Upto 9M 2010-11		Upto 9M 2009-10	
	Channels	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	145,972	12,794	165,289	12,603	424,635	38,460	440,649	35,226
2	Corporate Agents-Banks	52,526	8,533	-	-	52,526	8,533	-	-
3	Corporate Agents -Others	563,747	16,964	660,193	18,205	1,970,460	54,680	1,685,029	53,269
4	Brokers	103,437	15,890	98,690	11,693	321,923	59,065	211,357	42,802
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	736,771	45,631	203,145	27,153	1,210,876	142,718	570,316	81,914
	Total (A)	1,602,453	99,812	1,127,317	69,654	3,980,420	303,456	2,907,351	213,211
1	Referral (B)	-	-	115,691	9,140	89,349	8,912	341,104	26,753
	Grand Total (A+B)	1,602,453	99,812	1,243,008	78,794	4,069,769	312,368	3,248,455	239,964

Note:

1. Premium means amount of premium received from business acquired by the source
2. No of Policies stand for no. of policies sold