

**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  
(CIN) U67200MH2000PLC129408

(₹ in Lakhs)

<b>Business Acquisition through different channels</b>									
Sl.No.	Channels	For Q4 2013-14		For Q4 2012-13		FY 2013-14		FY 2012-13	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	690,247	28,201	542,593	29,442	2,549,320	113,106	1,945,238	102,076
2	Corporate Agents-Banks	94,176	12,948	72,868	11,111	337,252	45,528	262,233	38,251
3	Corporate Agents -Others	34,950	2,891	73,062	2,755	195,577	6,989	181,102	8,420
4	Brokers	480,084	44,588	484,025	47,987	1,889,638	211,737	1,402,822	166,857
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business internet	190,858	3,882	77,785	3,050	448,618	13,459	301,093	11,105
7	Direct Business others	1,411,651	85,286	1,206,494	69,125	5,801,679	294,797	5,091,708	286,689
	<b>Total (A)</b>	<b>2,901,966</b>	<b>177,797</b>	<b>2,456,827</b>	<b>163,470</b>	<b>11,222,084</b>	<b>685,616</b>	<b>9,184,196</b>	<b>613,398</b>
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>2,901,966</b>	<b>177,797</b>	<b>2,456,827</b>	<b>163,470</b>	<b>11,222,084</b>	<b>685,616</b>	<b>9,184,196</b>	<b>613,398</b>

Note:

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