

**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)

SI.No.	Business Acquisition through different channels								
	Channels	For Q4 2011-12		For Q4 2010-11		FY 2011-12		FY 2010-11	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	367,958	24,813	155,966	17,615	986,968	77,969	580,601	56,074
2	Corporate Agents-Banks	61,827	8,798	26,416	3,841	227,332	29,026	78,942	12,374
3	Corporate Agents -Others	45,959	2,425	349,763	17,606	476,395	24,598	2,320,223	72,286
4	Brokers	212,591	19,866	119,745	12,425	672,203	101,482	441,668	71,490
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business internet	62,081	2,460	44,785	1,785	230,726	8,406	143,657	5,513
7	Direct Business others	1,414,361	75,373	878,393	59,548	4,980,548	273,533	1,990,397	198,537
	<b>Total (A)</b>	<b>2,164,777</b>	<b>133,736</b>	<b>1,575,068</b>	<b>112,819</b>	<b>7,574,172</b>	<b>515,014</b>	<b>5,555,488</b>	<b>416,274</b>
1	Referral (B)	-	-	-	-	-	-	89,349	8,912
	<b>Grand Total (A+B)</b>	<b>2,164,777</b>	<b>133,736</b>	<b>1,575,068</b>	<b>112,819</b>	<b>7,574,172</b>	<b>515,014</b>	<b>5,644,837</b>	<b>425,186</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