

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 Q2 2011-12		For Q2 2010-11		Upto H1 2011-12		Upto H1 2010-11	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	175,181	16,764	136,411	12,532	328,840	33,722	278,663	25,665
2	Corporate Agents-Banks	56,765	6,917	-	-	107,929	12,703	-	-
3	Corporate Agents -Others	48,593	4,151	731,990	17,688	382,533	18,893	1,406,713	37,716
4	Brokers	145,262	25,274	107,932	21,119	267,116	50,457	218,486	43,176
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business internet	51,820	1,876	38,054	1,563	114,498	4,069	61,204	2,344
7	Direct Business others	1,119,053	71,105	266,208	52,565	2,003,638	132,408	412,901	94,743
	Total (A)	1,596,674	126,087	1,280,595	105,467	3,204,554	252,252	2,377,967	203,644
1	Referral (B)	-	-	-	-	-	-	89,349	8,912
	Grand Total (A+B)	1,596,674	126,087	1,280,595	105,467	3,204,554	252,252	2,467,316	212,556

Note:

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