

**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)

<b>Business Acquisition through different channels</b>									
Sl.No.	Channels	For Q4 2012-13		For Q4 2011-12		FY 2012-13		FY 2011-12	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	542,593	29,442	367,958	24,813	1,945,238	102,076	986,968	77,969
2	Corporate Agents-Banks	72,868	11,111	61,827	8,798	262,233	38,251	227,332	29,026
3	Corporate Agents -Others	73,062	2,755	45,959	2,425	181,102	8,420	476,395	24,598
4	Brokers	484,025	47,987	212,591	19,866	1,402,822	166,857	672,203	101,482
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business internet	77,785	3,050	62,081	2,460	301,093	11,105	230,726	8,406
7	Direct Business others	1,206,494	69,125	1,414,361	75,373	5,091,708	286,689	4,980,548	273,533
	<b>Total (A)</b>	<b>2,456,827</b>	<b>163,470</b>	<b>2,164,777</b>	<b>133,736</b>	<b>9,184,196</b>	<b>613,398</b>	<b>7,574,172</b>	<b>515,014</b>
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>2,456,827</b>	<b>163,470</b>	<b>2,164,777</b>	<b>133,736</b>	<b>9,184,196</b>	<b>613,398</b>	<b>7,574,172</b>	<b>515,014</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