

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 2012-13		For Q2 2011-12		Upto H1 2012-13		Upto H1 2011-12	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	453,386	23,038	175,181	16,764	860,161	47,209	328,840	33,722
2	Corporate Agents-Banks	64,896	9,380	56,765	6,917	120,642	16,598	107,929	12,703
3	Corporate Agents -Others	34,836	2,007	48,593	4,151	71,594	3,648	382,533	18,893
4	Brokers	273,429	34,164	145,262	25,274	503,301	65,606	267,116	50,457
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business internet	71,861	2,691	51,820	1,876	148,190	5,408	114,498	4,069
7	Direct Business others	1,118,831	74,581	1,119,053	71,105	2,477,032	147,568	2,003,638	132,408
	Total (A)	2,017,239	145,861	1,596,674	126,087	4,180,920	286,037	3,204,554	252,252
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	2,017,239	145,861	1,596,674	126,087	4,180,920	286,037	3,204,554	252,252

Note:

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