### 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)

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

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