

**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)

Business Acquisition through different channels									
Channels	For Q4 2010-11		For Q4 2009-10		FY 2010-11		FY 2009-10		Premium
	Number of Policies	Premium	Number of Policies	Premium	Number of Policies	Premium	Number of Policies	Premium	
1	Individual agents	155,966	17,615	170,716	14,732	580,601	56,075	611,365	49,958
2	Corporate Agents-Banks	26,416	3,841	-	-	78,942	12,374	198,116	16,312
3	Corporate Agents -Others	349,763	17,606	585,141	16,229	2,320,223	72,286	2,270,170	69,498
4	Brokers	119,745	12,425	113,864	10,814	441,668	71,490	325,221	53,616
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	923,178	61,333	250,664	34,620	2,134,054	204,051	820,980	116,534
	<b>Total (A)</b>	<b>1,575,068</b>	<b>112,819</b>	<b>1,120,385</b>	<b>76,396</b>	<b>5,555,488</b>	<b>416,276</b>	<b>4,225,852</b>	<b>305,919</b>
1	Referral (B)	-	-	92,561	13,146	89,349	8,911	235,549	23,587
	<b>Grand Total (A+B)</b>	<b>1,575,068</b>	<b>112,819</b>	<b>1,212,946</b>	<b>89,542</b>	<b>5,644,837</b>	<b>425,187</b>	<b>4,461,401</b>	<b>329,506</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