

**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 Q1 2011-12		For Q1 2010-11		Upto Q1 2011-12		Upto Q1 2010-11	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	153,659	16,958	142,252	13,133	153,659	16,958	142,252	13,133
2	Corporate Agents-Banks	51,164	5,786	-	-	51,164	5,786	-	-
3	Corporate Agents -Others	333,940	14,742	674,723	20,028	333,940	14,742	674,723	20,028
4	Brokers	121,854	25,183	110,554	22,057	121,854	25,183	110,554	22,057
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business internet	62,678	2,193	23,150	781	62,678	2,193	23,150	781
7	Direct Business others	884,585	61,303	146,693	42,178	884,585	61,303	146,693	42,178
	Total (A)	1,607,880	126,165	1,097,372	98,177	1,607,880	126,165	1,097,372	98,177
1	Referral (B)	-	-	89,349	8,912	-	-	89,349	8,912
	Grand Total (A+B)	1,607,880	126,165	1,186,721	107,089	1,607,880	126,165	1,186,721	107,089

Note:

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