

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									
Sl.No.	Channels	For Q2 2013-14		For Q2 2012-13		Upto H1 2013-14		Upto H1 2012-13	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	587,645	27,562	453,386	23,038	1,140,783	56,753	860,161	47,209
2	Corporate Agents-Banks	83,565	10,702	64,896	9,380	153,244	20,677	120,642	16,598
3	Corporate Agents -Others	55,567	1,443	34,836	2,007	125,428	2,806	71,594	3,648
4	Brokers	465,129	51,258	273,429	34,164	901,749	110,290	503,301	65,606
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business internet	81,857	3,046	71,861	2,691	169,663	6,337	148,190	5,408
7	Direct Business others	1,263,051	68,809	1,118,831	74,581	2,663,713	143,570	2,477,032	147,568
	Total (A)	2,536,814	162,821	2,017,239	145,861	5,154,580	340,432	4,180,920	286,037
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	2,536,814	162,821	2,017,239	145,861	5,154,580	340,432	4,180,920	286,037

Note:

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