

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							
		For Q2 2010-11		For Q2 2009-10		Upto H1 2010-11		Upto H1 2009-10	
Channels		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	136,411	12,532	147,725	10,459	278,663	25,665	275,360	22,623
2	Corporate Agents-Banks	-	-	-	-	-	-	-	-
3	Corporate Agents -Others	731,990	17,688	622,816	15,819	1,406,713	37,716	1,024,836	35,064
4	Brokers	107,932	21,119	65,837	18,381	218,486	43,176	112,667	31,109
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	304,262	54,128	181,941	23,079	474,105	97,087	367,171	54,761
	Total (A)	1,280,595	105,468	1,018,319	67,739	2,377,967	203,644	1,780,034	143,557
1	Referral (B)	-	-	115,346	8,205	89,349	8,912	225,413	17,613
	Grand Total (A+B)	1,280,595	105,468	1,133,665	75,944	2,467,316	212,556	2,005,447	161,170

Note:

1. Premium means amount of premium received from business acquired by the source
2. No of Policies stand for no. of policies sold