

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  
(CIN) U67200MH2000PLC129408

(₹ in Lakhs)

Business Acquisition through different channels									
Sl.No.	Channels	For Q4 2016-17		For Q4 2015-16		FY 2016-17		FY 2015-16	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	6,10,754	34,246	6,95,781	32,440	25,32,788	1,29,219	28,76,384	1,29,396
2	Corporate Agents-Banks	2,37,618	19,811	1,23,764	15,756	6,77,779	72,366	4,58,292	59,557
3	Corporate Agents -Others	10,71,273	20,449	43,772	4,290	43,17,133	81,347	1,54,692	14,533
4	Brokers	18,45,363	80,352	10,22,054	68,535	53,67,132	3,26,592	36,40,817	2,60,521
5	Micro Agents / (IMF)	13	2	-	-	61	7	-	-
	Direct Business internet	4,45,737	5,677	2,90,671	5,318	15,61,790	21,726	11,98,439	19,742
6	Direct Business others	6,88,147	1,06,053	18,40,580	80,536	32,75,808	4,41,262	74,71,519	3,25,323
	Total (A)	<b>48,98,905</b>	<b>2,66,591</b>	<b>40,16,622</b>	<b>2,06,875</b>	<b>1,77,32,491</b>	<b>10,72,520</b>	<b>1,58,00,143</b>	<b>8,09,071</b>
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	<b>48,98,905</b>	<b>2,66,591</b>	<b>40,16,622</b>	<b>2,06,875</b>	<b>1,77,32,491</b>	<b>10,72,520</b>	<b>1,58,00,143</b>	<b>8,09,071</b>

Note:

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