

**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: L67200MH2000PLC129408**

(₹ in Lakhs)

Business Acquisition through different channels									
Sl.No.	Channels	For Q3 2017-18		For Q3 2016-17		Upto 9M 2017-18		Upto 9M 2016-17	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual Agents	6,85,619	37,737	6,48,251	31,974	19,32,314	1,10,112	19,22,034	94,973
2	Corporate Agents-Banks	3,57,740	22,216	1,69,105	19,284	9,18,156	64,090	4,40,161	52,555
3	Corporate Agents -Others	11,11,504	26,202	12,47,244	23,197	30,97,321	71,198	32,45,860	60,898
4	Brokers	24,92,746	1,07,678	15,19,183	87,335	66,10,587	3,15,158	35,21,769	2,46,240
5	Direct Business internet	3,49,959	5,809	5,20,706	5,287	11,58,157	17,662	11,16,053	16,049
6	Direct Business others	18,50,186	89,952	8,19,672	82,341	37,30,034	3,60,700	25,87,661	3,35,209
7	Others*	1,58,749	4,120	24	2	1,59,091	4,167	48	5
	<b>Total (A)</b>	<b>70,06,503</b>	<b>2,93,715</b>	<b>49,24,185</b>	<b>2,49,419</b>	<b>1,76,05,660</b>	<b>9,43,087</b>	<b>1,28,33,586</b>	<b>8,05,929</b>
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>70,06,503</b>	<b>2,93,715</b>	<b>49,24,185</b>	<b>2,49,419</b>	<b>1,76,05,660</b>	<b>9,43,087</b>	<b>1,28,33,586</b>	<b>8,05,929</b>

\* Others Includes figures of IMF, Web Aggregator, MISP & POS.

Note:

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