

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)

Sl.No.	Channels	Business Acquisition through different channels							
		For Q4 2019-20		For Q4 2018-19		FY 2019-20		FY 2018-19	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual Agents	359,369	40,579	358,450	44,029	1,482,528	149,321	1,322,327	153,727
2	Corporate Agents-Banks	341,019	36,797	156,276	37,383	927,362	140,570	1,163,795	120,035
3	Corporate Agents -Others	63,856	12,501	74,831	10,624	275,457	45,296	1,972,822	66,488
4	Brokers	3,358,658	161,232	3,983,694	155,358	17,189,211	660,216	14,305,655	590,964
5	Micro Agents	-	-	-	-	8,032	49	-	-
6	Direct Business internet	262,040	7,470	333,286	6,602	1,254,954	28,458	1,961,455	24,969
7	Direct Business others	171,409	34,935	583,415	39,072	1,048,879	201,533	2,815,325	377,186
8	Others*	1,069,044	24,542	708,453	55,424	4,035,616	105,841	2,942,699	115,453
	Total (A)	5,625,395	318,056	6,198,405	348,492	26,222,039	1,331,284	26,484,078	1,448,823
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	5,625,395	318,056	6,198,405	348,492	26,222,039	1,331,284	26,484,078	1,448,823

* Others Includes business sourced through IMF, Web Aggregator, MISP, POS & CSC.

1. Premium means amount of premium received from business acquired by the source

2. Number of Policies stand for number of policies sold