

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 Q4 2020-21		For Q4 2019-20		FY 2020-21		FY 2019-20	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual Agents	3,96,279	45,998	3,59,369	40,579	14,48,146	1,72,424	14,82,528	1,49,321
2	Corporate Agents-Banks	3,06,344	25,522	3,41,019	36,797	8,89,545	1,09,727	9,27,362	1,40,570
3	Corporate Agents -Others	73,735	12,676	63,856	12,501	2,59,442	43,846	2,75,457	45,296
4	Brokers	32,87,135	1,74,214	33,58,658	1,61,232	1,21,49,451	7,07,557	1,71,89,211	6,60,216
5	Micro Agents	-	-	-	-	-	-	8,032	49
6	Direct Business internet	1,81,001	8,139	2,62,040	7,470	7,55,431	28,040	12,54,954	28,458
7	Direct Business others	1,69,924	47,371	1,71,409	34,935	5,20,339	2,19,670	10,48,879	2,01,533
8	Others*	16,46,201	33,882	10,69,044	24,542	57,10,722	1,19,045	40,35,616	1,05,841
	Total (A)	60,60,619	3,47,802	56,25,395	3,18,056	2,17,33,076	14,00,309	2,62,22,039	13,31,284
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	60,60,619	3,47,802	56,25,395	3,18,056	2,17,33,076	14,00,309	2,62,22,039	13,31,284

* 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