

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 2017-18		For Q4 2016-17		FY 2017-18		FY 2016-17	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual Agents	4,45,207	36,949	6,10,754	34,246	23,77,521	1,47,061	25,32,788	1,29,219
2	Corporate Agents-Banks	4,16,875	25,839	2,37,618	19,811	13,35,031	89,929	6,77,779	72,366
3	Corporate Agents -Others	9,93,372	25,458	10,71,273	20,449	40,90,693	96,656	43,17,133	81,347
4	Brokers	21,36,913	1,03,820	18,45,363	80,352	87,47,500	4,18,978	53,67,132	3,26,592
5	Direct Business internet	3,70,958	5,925	4,45,737	5,677	15,29,115	23,587	15,61,790	21,726
6	Direct Business others	9,95,126	81,485	6,88,147	1,06,053	47,25,160	4,42,184	32,75,808	4,41,262
7	Others*	5,55,752	13,122	13	2	7,14,843	17,289	61	7
	Total (A)	59,14,203	2,92,599	48,98,905	2,66,591	2,35,19,863	12,35,685	1,77,32,491	10,72,520
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	59,14,203	2,92,599	48,98,905	2,66,591	2,35,19,863	12,35,685	1,77,32,491	10,72,520

* Others Includes business sourced through 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