

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 2019-20		For Q3 2018-19		Upto 9M 2019-20		Upto 9M 2018-19	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual Agents	441,087	38,745	355,282	41,745	1,123,159	108,742	963,877	109,698
2	Corporate Agents-Banks	274,095	40,184	155,805	29,368	586,343	103,773	1,007,519	82,652
3	Corporate Agents -Others	96,420	14,624	69,505	9,062	211,601	32,794	1,897,991	55,865
4	Brokers	5,070,896	181,849	5,461,824	187,221	13,830,553	498,983	10,321,961	435,606
5	Direct Business internet	259,388	7,141	474,113	6,047	992,914	20,988	1,628,169	18,367
6	Direct Business others	241,435	55,952	593,500	69,329	877,470	166,598	2,231,910	338,114
7	Others*	1,468,565	30,782	816,491	27,103	2,974,604	81,348	2,234,246	60,030
	Total (A)	7,851,886	369,277	7,926,520	369,876	20,596,644	1,013,228	20,285,673	1,100,330
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	7,851,886	369,277	7,926,520	369,876	20,596,644	1,013,228	20,285,673	1,100,330

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

Note:

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