

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 Q2 2020-21		For Q2 2019-20		Upto H1 2020-21		Upto H1 2019-20	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual Agents	366,468	42,509	411,864	34,263	622,979	81,419	682,072	69,998
2	Corporate Agents-Banks	182,396	34,583	194,604	33,809	346,110	54,300	312,248	63,589
3	Corporate Agents -Others	63,910	10,215	59,911	9,273	106,581	15,919	115,181	18,170
4	Brokers	2,432,917	152,191	4,564,078	141,097	4,522,180	323,039	8,759,657	317,134
5	Direct Business internet	197,170	6,704	359,274	7,087	398,267	12,420	733,526	13,847
6	Direct Business others	118,258	45,604	309,766	46,197	211,444	117,952	636,035	110,647
7	Others*	1,191,407	27,119	857,017	23,536	1,958,273	44,097	1,506,039	50,566
	Total (A)	4,552,526	318,925	6,756,514	295,263	8,165,834	649,147	12,744,758	643,951
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	4,552,526	318,925	6,756,514	295,263	8,165,834	649,147	12,744,758	643,951

* 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