

March 2016



Issue LXXXIX
89th Edition

Insure your customers with ICICI Lombard



The Right Choice!



Mr. Rajesh Rai

Message from Head - Agency and Emerging Markets

Dear Partners,

Greetings!

India is one of the world's fastest growing startup markets. Keeping this in mind, we have introduced a new product "Group Health Insurance Policy" exclusively for Startup Ventures'. This plan is designed to cater to the needs of startup companies coming up in India.

In this retail space as well we strive to offer innovative products that ease the financial burden in case of exigencies. We are also glad to present, ICICI Lombard "Comprehensive Home Insurance Policy" that covers your dream home against catastrophes.

To understand more about our new product offerings, we have provided a brief snapshot of these policies in this edition of Agency Samachar.

We thank you for your continued support and looking forward for mutually benefitting partnership in years to come.

Best Regards,

Rajesh Rai

Head - Agency and Emerging Markets

In this Issue

Message from Head - Agency and Emerging Markets	1	FNOL Hall of Fame - Monthly Ranking - February 2016	4
Group Health Insurance policy for Startup Ventures	2	Advisors Meet at a glance	5 - 6
Comprehensive Home Insurance Policy	3	The Right Travel Insurance for frequent travellers	7
		Summit Conference, 2016	8

Group Health Insurance policy for Startup Ventures

India is one of the world's fastest growing startup market. There are many factors fostering this revolutionary change namely massive funding, evolving technology, expanding domestic market, and most importantly recent changes in government regulatory framework under the "Startup India" initiative by our Honourable Prime Minister Shri. Narendra Modi. This is evident as the Hon. Finance Minister in his 2016 - 17 budget has announced supporting initiatives for startups like 100% tax deduction upto 3 years, 1 day incorporation of the company etc.

To keep up the pace of development, we at ICICI Lombard General Insurance Company have introduced a new product "Group Health Insurance Policy" exclusively for startup Ventures. Varied coverage are being offered in this policy exclusively catering to the needs and demands of startup companies. The product has been priced at an affordable rate considering the young demography it covers. Apart from the regular coverage, we also provide a free health check - up.

Highlights of the Coverage

- Floater Sum Insured cover upto ₹10 Lakhs for employees
- Customised coverage designed exclusively as per the needs of startups
- Ease of addition and deletion of lives, to take care of your organisation's rapid growth
- 24x7 helpline service to provide service round the clock
- Network tie - up with city's best hospitals
- Higher Maternity Sum Insured option

For the ease of business, Over the Counter (OTC) calculator has been designed for this product. The calculator can be used for a group size comprising minimum 5 employees or 15 lives. It enables us to provide quote to the client without any iteration or involvement of the underwriting team. In case of any customised conditions, the quote can be taken from the underwriter.



Comprehensive Home Insurance Policy



Now cover your customers with our Comprehensive Home Insurance at just ₹ 9000* for 3 years



Fire and Special Perils (Structure and / or Contents)

Covers losses to the structure of the house and the contents due to any specified natural and man - made calamities



All risk (Dwelling and or Contents)

- Dwelling - All risk covers' the loss or damage to the structure due to an accident
- Content - All risk covers loss or damage to the contents (including durables, jewellery, furniture, etc) incase of burglary or due to an accident



Rent for Alternative Accommodation

This cover provides for additional expenses incurred for the payment of rent in case you have to shift to an alternative accommodation due to the actions of the perils covered under your policy.



Cover for Specified Articles (Jewellery)

It covers the loss or damage to jewellery on account of an accident whilst being carried as personal baggage outside the Insured Dwelling.

Additional Benefits:

- No Underinsurance clause applied
- Premium discount available on renewal



*For complete details please get in touch with your relationship manager





Contest Period: July 2015 - March 2016

Eligibility Criteria

- Minimum 10 private car claims per month - Elite Circle and CEO Advisor
- Minimum 5 private car claims per month - Platinum Advisor

Rankings for the month of February 2016

Club Status: Elite Circle and CEO			
Advisor Name	Location	FNOL%	Rank
Sriganesh G	Chennai	9	1
Ram Gopal Kothari	Kolkata	14	2
Mayur Laxmanrao Bhosale	Pune	5	3
Shubham Garg	NCR	7	4
Mujeebaroxana Y	Chennai	40	5

Club Status: Platinum			
Advisor Name	Location	FNOL%	Rank
Mamataben A Patel	Ahmedabad	71%	1
Ganesh Kumar Sancheti	Hyderabad	67%	2
Jaya Ramesh Kumar	Chennai	64%	3
U R Srinidhi	Bengaluru	52%	4
Anil Kumar Yadav	NCR	50%	5
Jayshree G Walunj	Pune	44%	6
Udaiyar B Mohan	Mumbai	36%	7
Harry Prem Kumar	Bengaluru	33%	8
Gulshan Bhatia	NCR	33%	8
Sanjay Arora	NCR	33%	8
Bharati Pravin Gore	Pune	33%	8
Babina R	Bengaluru	33%	8

Club Status is on the basis of FY 2016 H1 Result

Advisors Meet at a glance

Advisor meet is an initiative of ICICI Lombard to provide a platform for our valued advisors to share knowledge about our products, processes, industry updates etc.

Celebrating wins is an integral part of our philosophy - Vishwas. This forum is also a medium to recognise the efforts and accomplishments of our advisors and appreciate them for their contribution.

In the next few pages we shall revisit some of the glorious Advisor Meet memories.



Navsari



Mumbai - Vashi



Ludhiana



Ahmedabad - Health



Jamshedpur



Ahmednagar



Akola



Aligarh



Amravati



Aurangabad



Kottayam



Mehsana



Khamgaon



Keonjhar



Kanpur

Advisors Meet at a glance



Jaipur



Gondia



Haldawani



Gandhidham



Faridabad



Dhule



Kolhapur



Delhi - Green Park



Ahmedabad - Motor



Noida



Surat



Mallapuram



Behrampore



Bareilly



Bhubaneswar

The Right Travel Insurance for frequent travellers



Mr. Venkat is a businessman with clientele spread across the world. He travels around 15 days in a month to different countries. He has a personal accident insurance which covers him worldwide. However, he is worried about the medical expenses that he might incur while abroad. He contacted ICICI Lombard and was glad to know that there is a tailor made travel insurance especially for the people who are frequent business travelers.

He was assisted by our executive who not only helped him with insuring his health but also covered him with the trip related and emergency covers. The details of which are listed below.

Benefits	Sum Insured	Deductible
Medical Cover (Includes Medical Evacuation Cost)	USD 100,000; USD 250,000; USD 500,000	USD 100
Repatriation of Remains	USD 7500	NA
Dental Expenses	USD 300	USD 100
Total Loss of Checked - In Baggage	USD 500	NA
Delay of Checked - In Baggage	USD 100	6 Hours
Loss of Passport	USD 300	USD 50
Personal Liability	USD 100000	5% of Actuals
Personal Accident	USD 15000	NA
Hijack Distress Allowance	USD 125 per day for max. 7 days	12 Hours
Emergency Cash Advance	USD 1000	NA
Trip Cancellation and Interruption	USD 500	NA
Missed Flight Connection	USD 500	3 Hours
Trip Delay	USD 500	6 Hours
Political Risk and Catastrophe Evacuation	USD 7500	NA
Accidental Death (Common Carrier)	USD 5000	NA
Value Added Services	NA	NA

Mr. Venkat bought an Annual multi trip (45 days maximum trip duration) policy. He felt grateful and thanked ICICI Lombard team for making his travels worry free.



Amsterdam Paris



Paris: June 5 to 8, 2016
Amsterdam: June 8 to 11, 2016



Singapore



June 18 to 21, 2016



Bangkok Pattaya



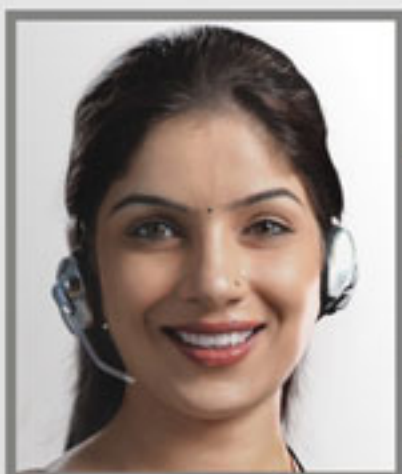
May 27 to 30, 2016

Communication is a two - way process. We look forward to your suggestions.

To contribute to the newsletter or for any query, write to:

Archana Pandurangi - Product Manager • E-mail: archana.pandurangi@icicilombard.com or agent@icicilombard.com

ICICI Lombard House, 414, Veer Savarkar Marg, Near Siddhivinayak Temple, Prabhadevi, Mumbai - 400 025.



Service / Claim related queries
Log on to
www.icicilombard.com
or
Call **1800 2666**
one number for your Insurance needs

Email us at customersupport@icicilombard.com



Registered Office: ICICI Lombard General Insurance Company Limited. ICICI Lombard House, 414, Veer Savarkar Marg, Near Siddhivinayak Temple, Prabhadevi, Mumbai - 400 025.

Mailing Address: ICICI Lombard General Insurance Company Limited. Ground and 4th Floor, Interface 11, Office Number 401 and 402, New Linking Road, Malad (West), Mumbai - 400 064.

This is an Advisors Monthly Magazine.

Trade logo displayed above belongs to ICICI Bank Ltd. and Northbridge Financial Corporation and is used by ICICI Lombard GIC Ltd. under license.

Agency Samachar is a newsletter issued for the training, information and knowledge purpose of the agents and should not be shared with the customers or used for solicitation. Since it is issued only for internal circulation it does not fall within the ambit of Regulation 6 of IRDA (Insurance Advertisements and Disclosure) Regulations, 2000.

IRDA Reg. No. 115. CIN U67200MH2000PLC129408. For internal circulation only.

Website: www.icicilombard.com. Email: customersupport@icicilombard.com.