

## 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) U67200MH2000PLC129408

(₹ in Lakhs)

| Business Acquisition through different channels |                          |                   |                 |                   |                 |                    |                 |                    |                 |
|---|--------------------------|-------------------|-----------------|-------------------|-----------------|--------------------|-----------------|--------------------|-----------------|
| Sl.No.  | Channels                 | For Q3<br>2016-17 |                 | For Q3<br>2015-16 |                 | Upto 9M<br>2016-17 |                 | Upto 9M<br>2015-16 |                 |
|   |                          | No. of Policies   | Premium         | No. of Policies   | Premium         | No. of Policies    | Premium         | No. of Policies    | Premium         |
| 1   | Individual agents        | 6,48,251          | 31,974          | 7,74,881          | 33,349          | 19,22,034          | 94,973          | 21,80,603          | 96,956          |
| 2   | Corporate Agents-Banks   | 1,69,105          | 19,284          | 1,13,348          | 15,319          | 4,40,161           | 52,555          | 3,34,528           | 43,801          |
| 3   | Corporate Agents -Others | 12,47,244         | 23,197          | 40,136            | 4,025           | 32,45,860          | 60,898          | 1,10,920           | 10,243          |
| 4   | Brokers                  | 15,19,183         | 87,335          | 10,68,444         | 67,863          | 35,21,769          | 2,46,240        | 26,18,763          | 1,91,986        |
| 5   | Micro Agents / (IMF)     | 24                | 2               | -                 | -               | 48                 | 5               | -                  | -               |
|   | Direct Business internet | 5,20,706          | 5,287           | 3,25,478          | 4,863           | 11,16,053          | 16,049          | 9,07,768           | 14,424          |
| 6   | Direct Business others   | 8,19,672          | 82,341          | 21,87,420         | 77,064          | 25,87,661          | 3,35,209        | 56,30,939          | 2,44,786        |
|   | Total (A)                | <b>49,24,185</b>  | <b>2,49,419</b> | <b>45,09,707</b>  | <b>2,02,484</b> | <b>1,28,33,586</b> | <b>8,05,929</b> | <b>1,17,83,521</b> | <b>6,02,196</b> |
| 1   | Referral (B)             | -                 | -               | -                 | -               | -                  | -               | -                  | -               |
|   | Grand Total (A+B)        | <b>49,24,185</b>  | <b>2,49,419</b> | <b>45,09,707</b>  | <b>2,02,484</b> | <b>1,28,33,586</b> | <b>8,05,929</b> | <b>1,17,83,521</b> | <b>6,02,196</b> |

Note:

1. Premium means amount of premium received from business acquired by the source
2. No of Policies stand for no. of policies sold