

**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									
SI.No.	Channels	For Q2 2017-18		For Q2 2016-17		Upto H1 2017-18		Upto H1 2016-17	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual Agents	6,29,392	36,798	6,13,758	30,726	12,46,695	72,375	12,73,783	62,999
2	Corporate Agents-Banks	3,01,892	21,635	1,51,376	17,880	5,60,416	41,874	2,71,056	33,271
3	Corporate Agents -Others	8,82,712	21,561	10,55,851	20,018	19,85,817	44,996	19,98,616	37,701
4	Brokers	20,03,838	98,523	10,08,166	75,832	41,18,183	2,07,526	20,02,610	1,58,908
5	Direct Business internet	4,46,376	5,692	2,72,971	5,071	8,08,198	11,853	5,95,347	10,762
6	Direct Business others	11,00,042	1,33,078	7,55,868	1,18,942	18,79,848	2,70,748	17,67,989	2,52,868
	<b>Total (A)</b>	<b>53,64,252</b>	<b>3,17,286</b>	<b>38,57,990</b>	<b>2,68,469</b>	<b>1,05,99,157</b>	<b>6,49,372</b>	<b>79,09,401</b>	<b>5,56,509</b>
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>53,64,252</b>	<b>3,17,286</b>	<b>38,57,990</b>	<b>2,68,469</b>	<b>1,05,99,157</b>	<b>6,49,372</b>	<b>79,09,401</b>	<b>5,56,509</b>

Note:

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