

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 Q4 2018-19		For Q4 2017-18		FY 2018-19		FY 2017-18	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual Agents	358,450	44,029	445,207	36,949	1,322,327	153,727	2,377,521	147,061
2	Corporate Agents-Banks	156,276	37,383	416,875	25,839	1,163,795	120,035	1,335,031	89,929
3	Corporate Agents -Others	74,831	10,624	993,372	25,458	1,972,822	66,488	4,090,693	96,656
4	Brokers	3,983,694	155,358	2,136,913	103,820	14,305,655	590,964	8,747,500	418,978
5	Direct Business internet	333,286	6,602	370,958	5,925	1,961,455	24,969	1,529,115	23,587
6	Direct Business others	583,415	39,072	995,126	81,485	2,815,325	377,186	4,725,160	442,185
7	Others*	708,453	55,424	555,752	13,122	2,942,699	115,453	714,843	17,289
	Total (A)	6,198,405	348,492	5,914,203	292,599	26,484,078	1,448,823	23,519,863	1,235,686
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	6,198,405	348,492	5,914,203	292,599	26,484,078	1,448,823	23,519,863	1,235,686

* Others Includes business sourced through 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