

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 Q1 2018-19 | | For Q1 2017-18 | | Upto Q1 2018-19 | | Upto Q1 2017-18 | |
| | | No. of Policies | Premium |
| 1 | Individual Agents | 300,054 | 33,668 | 617,303 | 35,577 | 300,054 | 33,668 | 617,303 | 35,577 |
| 2 | Corporate Agents-Banks | 383,524 | 25,473 | 258,524 | 20,239 | 383,524 | 25,473 | 258,524 | 20,239 |
| 3 | Corporate Agents -Others | 1,107,143 | 25,850 | 1,103,105 | 23,435 | 1,107,143 | 25,850 | 1,103,105 | 23,435 |
| 4 | Brokers | 2,137,884 | 134,904 | 2,114,323 | 108,994 | 2,137,884 | 134,904 | 2,114,323 | 108,994 |
| 5 | Direct Business internet | 293,636 | 6,249 | 361,822 | 6,161 | 293,636 | 6,249 | 361,822 | 6,161 |
| 6 | Direct Business others | 804,689 | 135,658 | 779,806 | 137,670 | 804,689 | 135,658 | 779,806 | 137,670 |
| 7 | Others* | 711,261 | 15,617 | 22 | 9 | 711,261 | 15,617 | 22 | 9 |
| | Total (A) | 5,738,191 | 377,417 | 5,234,905 | 332,085 | 5,738,191 | 377,417 | 5,234,905 | 332,085 |
| 1 | Referral (B) | - | - | - | - | - | - | - | - |
| | Grand Total (A+B) | 5,738,191 | 377,417 | 5,234,905 | 332,085 | 5,738,191 | 377,417 | 5,234,905 | 332,085 |

* 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