

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 Q2 2019-20 | | For Q2 2018-19 | | Upto H1 2019-20 | | Upto H1 2018-19 | |
| | | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium |
| 1 | Individual Agents | 4,11,864 | 34,263 | 3,08,541 | 34,285 | 6,82,072 | 69,998 | 6,08,595 | 67,953 |
| 2 | Corporate Agents-Banks | 1,94,604 | 33,809 | 4,68,190 | 27,811 | 3,12,248 | 63,589 | 8,51,714 | 53,284 |
| 3 | Corporate Agents -Others | 59,911 | 9,273 | 7,21,343 | 20,953 | 1,15,181 | 18,170 | 18,28,486 | 46,803 |
| 4 | Brokers | 45,64,078 | 1,41,097 | 27,22,253 | 1,13,481 | 87,59,657 | 3,17,134 | 48,60,137 | 2,48,385 |
| 5 | Direct Business internet | 3,59,274 | 7,087 | 8,60,420 | 6,071 | 7,33,526 | 13,847 | 11,54,056 | 12,320 |
| 6 | Direct Business others | 3,09,766 | 46,197 | 8,33,721 | 1,33,126 | 6,36,035 | 1,10,647 | 16,38,410 | 2,68,784 |
| 7 | Others* | 8,57,017 | 23,536 | 7,06,494 | 17,310 | 15,06,039 | 50,566 | 14,17,755 | 32,927 |
| | Total (A) | 67,56,514 | 2,95,263 | 66,20,962 | 3,53,037 | 1,27,44,758 | 6,43,951 | 1,23,59,153 | 7,30,455 |
| 1 | Referral (B) | - | - | - | - | - | - | - | - |
| | Grand Total (A+B) | 67,56,514 | 2,95,263 | 66,20,962 | 3,53,037 | 1,27,44,758 | 6,43,951 | 1,23,59,153 | 7,30,455 |

* Others Includes business sourced through Micro agents, 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