

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 Q1 2020-21 | | For Q1 2019-20 | | Upto Q1 2020-21 | | Upto Q1 2019-20 | |
| | | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium |
| 1 | Individual Agents | 256,511 | 38,910 | 270,208 | 35,734 | 256,511 | 38,910 | 270,208 | 35,734 |
| 2 | Corporate Agents-Banks | 163,714 | 19,717 | 117,644 | 29,779 | 163,714 | 19,717 | 117,644 | 29,779 |
| 3 | Corporate Agents -Others | 42,671 | 5,704 | 55,270 | 8,897 | 42,671 | 5,704 | 55,270 | 8,897 |
| 4 | Brokers | 2,089,263 | 170,848 | 4,195,579 | 176,037 | 2,089,263 | 170,848 | 4,195,579 | 176,037 |
| 5 | Micro Agents | - | - | 8,032 | 20 | - | - | 8,032 | 20 |
| 6 | Direct Business internet | 201,097 | 5,716 | 374,252 | 6,760 | 201,097 | 5,716 | 374,252 | 6,760 |
| 7 | Direct Business others | 93,186 | 72,348 | 326,269 | 64,449 | 93,186 | 72,348 | 326,269 | 64,449 |
| 8 | Others* | 766,866 | 16,978 | 640,990 | 27,010 | 766,866 | 16,978 | 640,990 | 27,010 |
| | Total (A) | 3,613,308 | 330,221 | 5,988,244 | 348,688 | 3,613,308 | 330,221 | 5,988,244 | 348,688 |
| 1 | Referral (B) | - | - | - | - | - | - | - | - |
| | Grand Total (A+B) | 3,613,308 | 330,221 | 5,988,244 | 348,688 | 3,613,308 | 330,221 | 5,988,244 | 348,688 |

* Others Includes business sourced through IMF, Web Aggregator, MISP, POS & CSC.

1. Premium means amount of premium received from business acquired by the source

2. Number of Policies stand for number of policies sold