

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 Q3 2018-19		For Q3 2017-18		Upto 9M 2018-19		Upto 9M 2017-18	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual Agents	355,282	41,745	685,619	37,737	963,877	109,698	1,932,314	110,112
2	Corporate Agents-Banks	155,805	29,368	357,740	22,216	1,007,519	82,652	918,156	64,090
3	Corporate Agents -Others	69,505	9,062	1,111,504	26,202	1,897,991	55,865	3,097,321	71,198
4	Brokers	5,461,824	187,221	2,492,746	107,678	10,321,961	435,606	6,610,587	315,158
5	Direct Business internet	474,113	6,047	349,959	5,809	1,628,169	18,367	1,158,157	17,662
6	Direct Business others	593,500	69,329	1,850,186	89,952	2,231,910	338,114	3,730,034	360,700
7	Others*	816,491	27,103	158,749	4,120	2,234,246	60,030	159,091	4,167
	Total (A)	7,926,520	369,876	7,006,503	293,715	20,285,673	1,100,330	17,605,660	943,087
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	7,926,520	369,876	7,006,503	293,715	20,285,673	1,100,330	17,605,660	943,087

\* 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