

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 2018-19 | | For Q2 2017-18 | | Upto H1 2018-19 | | Upto H1 2017-18 | |
| | | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium |
| 1 | Individual Agents | 308,541 | 34,285 | 629,392 | 36,798 | 608,595 | 67,953 | 1,246,695 | 72,375 |
| 2 | Corporate Agents-Banks | 468,190 | 27,811 | 301,892 | 21,635 | 851,714 | 53,284 | 560,416 | 41,874 |
| 3 | Corporate Agents -Others | 721,343 | 20,953 | 882,712 | 21,561 | 1,828,486 | 46,803 | 1,985,817 | 44,996 |
| 4 | Brokers | 2,722,253 | 113,481 | 2,003,518 | 98,485 | 4,860,137 | 248,385 | 4,117,841 | 207,479 |
| 5 | Direct Business internet | 860,420 | 6,071 | 446,376 | 5,692 | 1,154,056 | 12,320 | 808,198 | 11,853 |
| 6 | Direct Business others | 833,721 | 133,126 | 1,100,042 | 133,078 | 1,638,410 | 268,784 | 1,879,848 | 270,748 |
| 7 | Others* | 706,494 | 17,310 | 320 | 38 | 1,417,755 | 32,927 | 342 | 47 |
| | Total (A) | 6,620,962 | 353,037 | 5,364,252 | 317,286 | 12,359,153 | 730,455 | 10,599,157 | 649,372 |
| 1 | Referral (B) | - | - | - | - | - | - | - | - |
| | Grand Total (A+B) | 6,620,962 | 353,037 | 5,364,252 | 317,286 | 12,359,153 | 730,455 | 10,599,157 | 649,372 |

* 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