

**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 2020-21   |                | For Q3 2019-20   |                | Upto 9M 2020-21   |                  | Upto 9M 2019-20   |                  |
|   |                          | No. of Policies  | Premium        | No. of Policies  | Premium        | No. of Policies   | Premium          | No. of Policies   | Premium          |
| 1   | Individual Agents        | 428,888          | 45,007         | 441,087          | 38,745         | 1,051,867         | 126,426          | 1,123,159         | 108,742          |
| 2   | Corporate Agents-Banks   | 237,091          | 29,905         | 274,095          | 40,184         | 583,201           | 84,205           | 586,343           | 103,773          |
| 3   | Corporate Agents -Others | 79,126           | 15,251         | 96,420           | 14,624         | 185,707           | 31,170           | 211,601           | 32,794           |
| 4   | Brokers                  | 4,340,136        | 210,304        | 5,070,896        | 181,849        | 8,862,316         | 533,344          | 13,830,553        | 498,983          |
| 5   | Direct Business internet | 176,163          | 7,480          | 259,388          | 7,141          | 574,430           | 19,900           | 992,914           | 20,988           |
| 6   | Direct Business others   | 138,971          | 54,347         | 241,435          | 55,952         | 350,415           | 172,299          | 877,470           | 166,598          |
| 7   | Others*                  | 2,106,248        | 41,066         | 1,468,565        | 30,782         | 4,064,521         | 85,163           | 2,974,604         | 81,348           |
|   | <b>Total (A)</b>         | <b>7,506,623</b> | <b>403,361</b> | <b>7,851,886</b> | <b>369,277</b> | <b>15,672,457</b> | <b>1,052,507</b> | <b>20,596,644</b> | <b>1,013,228</b> |
| 1   | Referral (B)             | -                | -              | -                | -              | -                 | -                | -                 | -                |
|   | <b>Grand Total (A+B)</b> | <b>7,506,623</b> | <b>403,361</b> | <b>7,851,886</b> | <b>369,277</b> | <b>15,672,457</b> | <b>1,052,507</b> | <b>20,596,644</b> | <b>1,013,228</b> |

\* 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