

PERIODIC DISCLOSURES

FORM NL-6-COMMISSION SCHEDULE

Name of the Insurer: ICICI Lombard General Insurance Company Limited

Registration No. 115 dated August 03, 2001

COMMISSION [NET]

Particulars	Fire	Marine			Miscellaneous													Total
		Marine Cargo	Marine Others	Marine Total	Motor OD	Motor TP	Motor Total	Worksmens' Compensation	Public/Product Liability	Engineering	Aviation	Personal Accident	Health Insurance	Credit Insurance	Crop Insurance	Others	Total Miscellaneous	
		For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																		
Direct	83,881	66,324	2,666	68,990	15,67,951	2,664	15,70,615	13,375	3,581	28,262	3,678	1,33,935	4,80,612	11,511	2,011	2,01,090	24,48,670	26,01,541
Add : Re-insurance Accepted	11,732	2,453	498	2,951	50	-	50	-	-	5,230	2,630	903	10,966	-	-	839	20,618	35,301
Less : Commission on Re-insurance Ceded	1,48,225	19,447	760	20,207	7,44,177	13,876	7,58,053	2,865	2,963	(637)	1,354	2,59,409	12,58,547	14,488	2,79,499	39,070	26,15,611	27,84,043
Net Commission	(52,612)	49,330	2,404	51,734	8,23,824	(11,212)	8,12,612	10,510	618	34,129	4,954	(1,24,571)	(7,66,969)	(2,977)	(2,77,488)	1,62,859	(1,46,323)	(1,47,201)

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		For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																		
Direct	47,198	35,760	1,376	37,136	4,16,723	-	4,16,723	10,297	2,286	22,878	5,614	85,678	3,39,687	6,825	1,883	1,24,232	10,16,103	11,00,437
Add : Re-insurance Accepted	20,083	720	(821)	(101)	5	-	5	-	(3,577)	11,094	18,065	79	17,594	-	513	1,108	44,881	64,863
Less : Commission on Re-insurance Ceded	1,74,486	14,504	5,243	19,747	5,56,596	11,617	5,68,213	843	398	64,455	3,902	1,69,977	9,80,451	12,020	3,83,022	34,232	22,17,513	24,11,746
Net Commission	(1,07,205)	21,976	(4,688)	17,288	(1,39,868)	(11,617)	(1,51,485)	9,454	(1,689)	(30,483)	19,777	(84,220)	(6,23,170)	(5,195)	(3,80,626)	91,108	(11,56,529)	(12,46,446)

Break-up of the expenses (Gross) incurred to procure business as per details below:

	For Q4 2017-18	For Q4 2016-17
	(₹ '000)	(₹ '000)
Agents	3,70,411	2,39,707
Brokers	13,26,879	4,34,411
Corporate Agency	7,53,404	4,26,319
Motor Insurance Service Providers	1,46,841	-
Point of Sale	4,006	-
Referral	-	-
TOTAL	26,01,541	11,00,437

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Particulars	Fire	Marine			Miscellaneous													Total
		Marine Cargo	Marine Others	Marine Total	Motor OD	Motor TP	Motor Total	Worksmens' Compensation	Public/Product Liability	Engineering	Aviation	Personal Accident	Health Insurance	Credit Insurance	Crop Insurance	Others	Total Miscellaneous	
		FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																		
Direct	4,00,769	2,83,205	8,676	2,91,881	35,80,233	2,664	35,82,897	53,806	13,393	1,40,561	11,549	4,60,996	15,71,184	38,750	1,804	5,50,834	64,25,774	71,18,424
Add : Re-insurance Accepted	71,652	22,301	3,752	26,053	50	-	50	-	608	57,236	45,042	1,360	1,09,876	-	-	4,689	2,18,861	3,16,566
Less : Commission on Re-insurance Ceded	9,54,485	57,814	12,437	70,251	19,12,165	54,693	19,66,858	8,824	11,506	2,43,102	5,133	8,87,402	45,58,153	63,313	13,58,904	1,46,604	92,49,799	1,02,74,535
Net Commission	(4,82,064)	2,47,692	(9)	2,47,683	16,68,118	(52,029)	16,16,089	44,982	2,495	(45,305)	51,458	(4,25,046)	(28,77,093)	(24,563)	(13,57,100)	4,08,919	(26,05,164)	(28,39,545)

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		FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																		
Direct	2,64,511	2,13,212	8,182	2,21,394	16,48,561	-	16,48,561	43,681	12,043	1,12,032	15,145	3,43,393	12,92,206	25,865	2,258	3,92,174	38,87,358	43,73,263
Add : Re-insurance Accepted	74,075	27,126	6,186	33,312	5	-	5	-	371	38,865	78,202	289	72,310	-	513	25,828	2,16,383	3,23,770
Less : Commission on Re-insurance Ceded	8,33,662	58,487	16,070	74,557	17,35,117	44,558	17,79,675	3,558	3,871	3,10,981	11,591	5,93,897	37,60,775	50,774	14,97,096	1,17,899	81,30,117	90,38,336
Net Commission	(4,95,076)	1,81,851	(1,702)	1,80,149	(86,551)	(44,558)	(1,31,109)	40,123	8,543	(1,60,084)	81,756	(2,50,215)	(23,96,259)	(24,909)	(14,94,325)	3,00,103	(40,26,376)	(43,41,303)

Break-up of the expenses (Gross) incurred to procure business as per details below:

	FY 2017-18	FY 2016-17
	(₹ '000)	(₹ '000)
Agents	11,47,816	9,19,407
Brokers	35,31,668	18,75,372
Corporate Agency	22,52,173	15,78,484
Motor Insurance Service Providers	1,82,761	-
Point of Sale	4,006	-
Referral	-	-
TOTAL	71,18,424	43,73,263