

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 Q2 2017-18	For Q2 2017-18	For Q2 2017-18	For Q2 2017-18	For Q2 2017-18	For Q2 2017-18	For Q2 2017-18	For Q2 2017-18	For Q2 2017-18	For Q2 2017-18	For Q2 2017-18	For Q2 2017-18	For Q2 2017-18	For Q2 2017-18	For Q2 2017-18	For Q2 2017-18	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																		
Direct	95,968	57,078	5,266	62,344	5,38,872	-	5,38,872	13,072	2,708	29,808	2,563	1,16,282	3,70,595	5,778	408	1,17,051	11,97,137	13,55,449
Add : Re-insurance Accepted	18,938	6,306	2,013	8,319	-	-	-	-	608	10,229	15,545	396	20,778	-	-	509	48,065	75,322
Less : Commission on Re-insurance Ceded	1,52,987	8,674	2,791	11,465	4,41,833	13,343	4,55,176	1,636	1,194	68,460	1,955	2,03,260	11,53,246	12,366	5,11,419	30,406	24,39,118	26,03,570
Net Commission	(38,081)	54,710	4,488	59,198	97,039	(13,343)	83,696	11,436	2,122	(28,423)	16,153	(86,582)	(7,61,873)	(6,588)	(5,11,011)	87,154	(11,93,916)	(11,72,799)

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		For Q2 2016-17	For Q2 2016-17	For Q2 2016-17	For Q2 2016-17	For Q2 2016-17	For Q2 2016-17	For Q2 2016-17	For Q2 2016-17	For Q2 2016-17	For Q2 2016-17	For Q2 2016-17	For Q2 2016-17	For Q2 2016-17	For Q2 2016-17	For Q2 2016-17	For Q2 2016-17	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																		
Direct	56,072	52,350	3,425	55,775	3,82,501	-	3,82,501	11,131	2,746	22,203	3,415	93,821	3,30,204	6,406	388	93,113	9,45,928	10,57,775
Add : Re-insurance Accepted	38,697	7,749	3,763	11,512	-	-	-	-	3,602	5,231	21,283	-	9,522	-	-	9,535	49,173	99,382
Less : Commission on Re-insurance Ceded	1,50,940	12,031	2,462	14,493	2,54,848	10,528	2,65,376	909	1,539	64,335	2,217	1,42,065	9,75,026	13,147	5,31,121	28,975	20,24,710	21,90,143
Net Commission	(56,171)	48,068	4,726	52,794	1,27,653	(10,528)	1,17,125	10,222	4,809	(36,901)	22,481	(48,244)	(6,35,300)	(6,741)	(5,30,733)	73,673	(10,29,609)	(10,32,986)

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

	For Q2 2016-17	For Q2 2015-16
	(₹ '000)	(₹ '000)
Agents	2,31,469	2,18,070
Brokers	6,36,057	4,36,043
Corporate Agency	4,87,923	4,03,662
Referral	-	-
TOTAL	13,55,449	10,57,775

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		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		
		Upto H1 2017-18	Upto H1 2017-18	Upto H1 2017-18	Upto H1 2017-18	Upto H1 2017-18	Upto H1 2017-18	Upto H1 2017-18	Upto H1 2017-18	Upto H1 2017-18	Upto H1 2017-18	Upto H1 2017-18	Upto H1 2017-18	Upto H1 2017-18	Upto H1 2017-18	Upto H1 2017-18	Upto H1 2017-18		Upto H1 2017-18
(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	
Commission paid																			
Direct	2,61,905	1,59,629	7,508	1,67,137	9,75,898	-	9,75,898	27,650	5,106	74,313	5,585	2,09,183	7,18,838	16,630	416	2,42,946	22,76,565	27,05,607	
Add : Re-insurance Accepted	45,757	18,495	3,018	21,513	-	-	-	-	608	34,226	36,104	396	43,403	-	-	1,530	1,16,267	1,83,537	
Less : Commission on Re-insurance Ceded	5,70,743	28,621	7,756	36,377	7,06,427	25,983	7,32,410	2,835	7,458	1,78,673	4,668	3,82,698	21,42,582	31,156	9,36,679	72,800	44,91,959	50,99,079	
Net Commission	(2,63,081)	1,49,503	2,770	1,52,273	2,69,471	(25,983)	2,43,488	24,815	(1,744)	(70,134)	37,021	(1,73,119)	(13,80,341)	(14,526)	(9,36,263)	1,71,676	(20,99,127)	(22,09,935)	

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		Upto H1 2016-17	Upto H1 2016-17	Upto H1 2016-17	Upto H1 2016-17	Upto H1 2016-17	Upto H1 2016-17	Upto H1 2016-17	Upto H1 2016-17	Upto H1 2016-17	Upto H1 2016-17	Upto H1 2016-17	Upto H1 2016-17	Upto H1 2016-17	Upto H1 2016-17	Upto H1 2016-17	Upto H1 2016-17		Upto H1 2016-17
(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	
Commission paid																			
Direct	1,57,397	1,26,828	5,634	1,32,462	7,57,810	-	7,57,810	23,455	7,114	62,344	7,207	1,71,270	6,55,081	14,157	366	1,91,342	18,90,146	21,80,005	
Add : Re-insurance Accepted	61,069	20,124	6,139	26,263	-	-	-	-	3,771	13,676	39,570	152	38,196	-	-	14,990	1,10,355	1,97,687	
Less : Commission on Re-insurance Ceded	4,88,832	31,095	4,633	35,728	6,57,854	21,151	6,79,005	1,910	2,907	1,65,881	4,897	2,74,326	18,15,792	27,571	8,28,996	58,047	38,59,332	43,83,892	
Net Commission	(2,70,366)	1,15,857	7,140	1,22,997	99,956	(21,151)	78,805	21,545	7,978	(89,861)	41,880	(1,02,904)	(11,22,515)	(13,414)	(8,28,630)	1,48,285	(18,58,831)	(20,06,200)	

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

	H1 2017-18	H1 2016-17
	(₹ '000)	(₹ '000)
Agents	4,69,123	4,49,514
Brokers	13,05,869	9,87,958
Corporate Agency	9,30,615	7,42,533
Referral	-	-
TOTAL	27,05,607	21,80,005