

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 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	
	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)
Commission paid																		
Direct	118,518	75,517	(458)	75,059	1,594,763	265,475	1,860,238	14,428	3,146	37,864	2,453	139,573	564,760	8,747	4,565	135,109	2,770,883	2,964,460
Add : Re-insurance Accepted	9,755	8,603	967	9,570	-	-	-	-	(141)	8,927	(4,775)	1,381	35,928	-	-	1,759	43,079	62,404
Less : Commission on Re-insurance Ceded	122,953	12,913	2,053	14,966	591,923	41,032	632,955	4,249	4,014	201,485	1,119	98,235	1,288,154	11,379	(30,943)	46,703	2,257,350	2,395,269
Net Commission	5,320	71,207	(1,544)	69,663	1,002,840	224,443	1,227,283	10,179	(1,009)	(154,694)	(3,441)	42,719	(687,466)	(2,632)	35,508	90,165	556,612	631,595

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		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	1,567,951	2,664	1,570,615	13,375	3,581	28,262	3,678	133,935	480,612	11,511	2,011	201,090	2,448,670	2,601,541
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	148,225	19,447	760	20,207	744,177	13,876	758,053	2,865	2,963	(637)	1,354	259,409	1,258,547	14,488	279,499	39,070	2,615,611	2,784,043
Net Commission	(52,612)	49,330	2,404	51,734	823,824	(11,212)	812,612	10,510	618	34,129	4,954	(124,571)	(766,969)	(2,977)	(277,488)	162,859	(146,323)	(147,201)

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

	Q4 2018-19	Q4 2017-18
	(` '000)	(` '000)
Agents	396,934	370,411
Brokers	1,737,708	1,326,879
Corporate Agency	629,328	753,404
Motor Insurance Service Providers	113,574	146,841
Point of Sale	70,608	4,006
Insurance Marketing Firm	1,127	-
Web aggregator	15,181	-
Referral	-	-
TOTAL	2,964,460	2,601,541

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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 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19		FY 2018-19
	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)
Commission paid																			
Direct	555,306	326,254	19,466	345,720	6,532,081	273,377	6,805,458	62,106	16,653	191,087	9,387	545,445	1,891,918	40,494	6,880	624,159	10,193,587	11,094,613	
Add : Re-insurance Accepted	63,994	27,951	4,733	32,684	36	-	36	-	1,864	78,090	8,868	5,641	65,489	-	5	7,871	167,864	264,542	
Less : Commission on Re-insurance Ceded	878,422	48,377	12,151	60,528	1,520,535	109,133	1,629,668	15,510	12,957	462,496	11,964	515,584	4,642,276	57,845	574,158	268,695	8,191,153	9,130,103	
Net Commission	(259,122)	305,828	12,048	317,876	5,011,582	164,244	5,175,826	46,596	5,560	(193,319)	6,291	35,502	(2,684,869)	(17,351)	(567,273)	363,335	2,170,298	2,229,052	

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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		
		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		FY 2017-18
	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)	(` '000)
Commission paid																			
Direct	400,769	283,205	8,676	291,881	3,580,233	2,664	3,582,897	53,806	13,393	140,561	11,549	460,996	1,571,184	38,750	1,804	550,834	6,425,774	7,118,424	
Add : Re-insurance Accepted	71,652	22,301	3,752	26,053	50	-	50	-	608	57,236	45,042	1,360	109,876	-	-	4,689	218,861	316,566	
Less : Commission on Re-insurance Ceded	954,485	57,814	12,437	70,251	1,912,165	54,693	1,966,858	8,824	11,506	243,102	5,133	887,402	4,558,153	63,313	1,358,904	146,604	9,249,799	10,274,535	
Net Commission	(482,064)	247,692	(9)	247,683	1,668,118	(52,029)	1,616,089	44,982	2,495	(45,305)	51,458	(425,046)	(2,877,093)	(24,563)	(1,357,100)	408,919	(2,605,164)	(2,839,545)	

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

	FY 2018-19	FY 2017-18
	(` '000)	(` '000)
Agents	1,408,665	1,147,816
Brokers	6,547,267	3,531,668
Corporate Agency	2,412,556	2,252,173
Motor Insurance Service Providers	549,315	182,761
Point of Sale	160,502	4,006
Insurance Marketing Firm	1,127	-
Web aggregator	15,181	-
Referral	-	-
TOTAL	11,094,613	7,118,424