

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 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 | 382,501 | - | 382,501 | 11,131 | 2,746 | 22,203 | 3,415 | 93,821 | 330,204 | 6,406 | 388 | 93,113 | 945,928 | 1,057,775 |
| 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 | 150,940 | 12,031 | 2,462 | 14,493 | 254,848 | 10,528 | 265,376 | 909 | 1,539 | 64,335 | 2,217 | 142,065 | 975,026 | 13,147 | 531,121 | 28,975 | 2,024,710 | 2,190,143 |
| Net Commission | (56,171) | 48,068 | 4,726 | 52,794 | 127,653 | (10,528) | 117,125 | 10,222 | 4,809 | (36,901) | 22,481 | (48,244) | (635,300) | (6,741) | (530,733) | 73,673 | (1,029,609) | (1,032,986) |

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 2015-16 | For Q2 2015-16 | For Q2 2015-16 | For Q2 2015-16 | For Q2 2015-16 | For Q2 2015-16 | For Q2 2015-16 | For Q2 2015-16 | For Q2 2015-16 | For Q2 2015-16 | For Q2 2015-16 | For Q2 2015-16 | For Q2 2015-16 | For Q2 2015-16 | For Q2 2015-16 | For Q2 2015-16 | |
| | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) |
| Commission paid | | | | | | | | | | | | | | | | | | |
| Direct | 41,179 | 46,308 | 2,705 | 49,013 | 278,648 | - | 278,648 | 9,779 | 3,772 | 20,423 | 1,748 | 76,088 | 291,582 | 8,847 | 34 | 73,637 | 764,558 | 854,750 |
| Add : Re-insurance Accepted | 19,904 | 8,945 | 4,049 | 12,994 | - | - | - | - | 400 | 12,812 | 20,573 | - | 6,694 | - | - | 5,330 | 45,809 | 78,707 |
| Less : Commission on Re-insurance Ceded | 220,324 | 8,298 | 2,341 | 10,639 | 399,475 | 9,725 | 409,200 | 813 | 783 | 49,613 | 2,153 | 126,349 | 801,036 | 16,574 | 217,615 | 18,219 | 1,642,355 | 1,873,318 |
| Net Commission | (159,241) | 46,955 | 4,413 | 51,368 | (120,827) | (9,725) | (130,552) | 8,966 | 3,389 | (16,378) | 20,168 | (50,261) | (502,760) | (7,727) | (217,581) | 60,748 | (831,988) | (939,861) |

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 | 218,070 | 206,790 |
| Brokers | 436,043 | 377,270 |
| Corporate Agency | 403,662 | 270,690 |
| Referral | - | - |
| TOTAL | 1,057,775 | 854,750 |

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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 | |
| | | 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) |
| Commission paid | | | | | | | | | | | | | | | | | | |
| Direct | 157,397 | 126,828 | 5,634 | 132,462 | 757,810 | - | 757,810 | 23,455 | 7,114 | 62,344 | 7,207 | 171,270 | 655,081 | 14,157 | 366 | 191,342 | 1,890,146 | 2,180,005 |
| Add : Re-insurance Accepted | 61,069 | 20,124 | 6,139 | 26,263 | - | - | - | - | 3,771 | 13,676 | 39,570 | 152 | 38,196 | - | - | 14,990 | 110,355 | 197,687 |
| Less : Commission on Re-insurance Ceded | 488,832 | 31,095 | 4,633 | 35,728 | 657,854 | 21,151 | 679,005 | 1,910 | 2,907 | 165,881 | 4,897 | 274,326 | 1,815,792 | 27,571 | 828,996 | 58,047 | 3,859,332 | 4,383,892 |
| Net Commission | (270,366) | 115,857 | 7,140 | 122,997 | 99,956 | (21,151) | 78,805 | 21,545 | 7,978 | (89,861) | 41,880 | (102,904) | (1,122,515) | (13,414) | (828,630) | 148,285 | (1,858,831) | (2,006,200) |

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 | |
| | | Upto H1 2015-16 | Upto H1 2015-16 | Upto H1 2015-16 | Upto H1 2015-16 | Upto H1 2015-16 | Upto H1 2015-16 | Upto H1 2015-16 | Upto H1 2015-16 | Upto H1 2015-16 | Upto H1 2015-16 | Upto H1 2015-16 | Upto H1 2015-16 | Upto H1 2015-16 | Upto H1 2015-16 | Upto H1 2015-16 | Upto H1 2015-16 | |
| | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) | (₹ '000) |
| Commission paid | | | | | | | | | | | | | | | | | | |
| Direct | 122,727 | 119,352 | 6,924 | 126,276 | 534,224 | - | 534,224 | 19,224 | 6,391 | 56,434 | 3,703 | 135,047 | 564,254 | 14,889 | 31 | 150,262 | 1,484,459 | 1,733,462 |
| Add : Re-insurance Accepted | 50,796 | 15,426 | 13,412 | 28,838 | - | - | - | - | 401 | 31,873 | 37,282 | 57 | 11,152 | - | - | 5,991 | 86,756 | 166,390 |
| Less : Commission on Re-insurance Ceded | 520,066 | 5,393 | 6,154 | 11,547 | 817,120 | 18,964 | 836,084 | 1,662 | 2,130 | 154,503 | 3,895 | 216,536 | 1,420,453 | 28,811 | 260,425 | 40,707 | 2,965,206 | 3,496,819 |
| Net Commission | (346,543) | 129,385 | 14,182 | 143,567 | (282,896) | (18,964) | (301,860) | 17,562 | 4,662 | (66,196) | 37,090 | (81,432) | (845,047) | (13,922) | (260,394) | 115,546 | (1,393,991) | (1,596,967) |

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

| | H1 2016-17 | H1 2015-16 |
|------------------|------------------|------------------|
| | (₹ '000) | (₹ '000) |
| Agents | 449,514 | 407,015 |
| Brokers | 987,958 | 837,294 |
| Corporate Agency | 742,533 | 489,153 |
| Referral | - | - |
| TOTAL | 2,180,005 | 1,733,462 |