

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]

(₹ '000)

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 Q3 2020-21	For Q3 2020-21	For Q3 2020-21	For Q3 2020-21	For Q3 2020-21	For Q3 2020-21	For Q3 2020-21	For Q3 2020-21	For Q3 2020-21	For Q3 2020-21	For Q3 2020-21	For Q3 2020-21	For Q3 2020-21	For Q3 2020-21	For Q3 2020-21	For Q3 2020-21		For Q3 2020-21
Commission paid																			
Direct	307,461	88,177	3,854	92,031	2,408,901	97,719	2,506,620	25,947	8,815	96,997	3,161	74,305	532,841	11,144	-	169,718	3,429,548	3,829,040	
Add: Commission on re-insurance accepted	24,339	1,394	846	2,240	41	-	41	-	1,103	9,198	1,924	15	73,491	-	-	8,438	94,210	120,789	
Less: Commission on re-insurance ceded	434,640	14,455	14,918	29,373	263,137	27,831	290,968	6,105	1,182	125,131	1,483	68,806	650,900	13,380	-	84,026	1,241,981	1,705,994	
Net Commission	(102,840)	75,116	(10,218)	64,898	2,145,805	69,888	2,215,693	19,842	8,736	(18,936)	3,602	5,514	(44,568)	(2,236)	-	94,130	2,281,777	2,243,835	

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		For Q3 2019-20	For Q3 2019-20	For Q3 2019-20	For Q3 2019-20	For Q3 2019-20	For Q3 2019-20	For Q3 2019-20	For Q3 2019-20	For Q3 2019-20	For Q3 2019-20	For Q3 2019-20	For Q3 2019-20	For Q3 2019-20	For Q3 2019-20	For Q3 2019-20	For Q3 2019-20		For Q3 2019-20
Commission paid																			
Direct	167,701	81,296	1,724	83,020	2,190,393	56,189	2,246,582	24,332	6,543	73,100	2,131	115,060	676,273	11,040	(153)	115,348	3,270,256	3,520,977	
Add: Commission on re-insurance accepted	17,939	2,445	519	2,964	24,682	-	24,682	-	-	14,861	3,703	962	22,771	-	-	1,770	68,749	89,652	
Less: Commission on re-insurance ceded	262,426	11,442	9,186	20,628	480,103	24,409	504,512	3,940	2,143	91,537	3,671	171,412	1,467,083	15,278	1,945	295,557	2,557,078	2,840,132	
Net Commission	(76,786)	72,299	(6,943)	65,356	1,734,972	31,780	1,766,752	20,392	4,400	(3,576)	2,163	(55,390)	(768,039)	(4,238)	(2,098)	(178,439)	781,927	770,497	

(₹ '000)

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

	For Q3 2020-21	For Q3 2019-20
Agents	519,391	476,237
Brokers	2,377,197	1,997,079
Corporate agency	620,619	794,253
Motor Insurance Service Providers	196,972	168,093
Point of Sale	111,688	81,029
Insurance Marketing Firm	228	326
Web Aggregator	(3,140)	1,592
Micro Insurance Commission	-	75
Common Service Center	6,085	2,293
Referral	-	-
Total	3,829,040	3,520,977

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		Upto 9M 2020-21	Upto 9M 2020-21	Upto 9M 2020-21	Upto 9M 2020-21	Upto 9M 2020-21	Upto 9M 2020-21	Upto 9M 2020-21	Upto 9M 2020-21	Upto 9M 2020-21	Upto 9M 2020-21	Upto 9M 2020-21	Upto 9M 2020-21	Upto 9M 2020-21	Upto 9M 2020-21	Upto 9M 2020-21	Upto 9M 2020-21	
Commission paid																		
Direct	1,310,790	286,845	6,642	293,487	5,144,843	235,404	5,380,247	78,474	28,951	242,754	9,727	196,330	1,690,395	28,638	236	422,419	8,078,171	9,682,448
Add: Commission on re-insurance accepted	91,308	14,850	784	15,634	54,828	-	54,828	-	3,398	36,819	5,197	125	104,239	-	-	19,161	223,767	330,709
Less: Commission on re-insurance ceded	1,820,054	44,117	20,700	64,817	868,389	33,341	901,730	17,310	1,529	365,550	7,710	85,182	1,594,335	38,290	7,151	198,029	3,216,816	5,101,687
Net Commission	(417,956)	257,578	(13,274)	244,304	4,331,282	202,063	4,533,345	61,164	30,820	(85,977)	7,214	111,273	200,299	(9,652)	(6,915)	243,551	5,085,122	4,911,470

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		Upto 9M 2019-20	Upto 9M 2019-20	Upto 9M 2019-20	Upto 9M 2019-20	Upto 9M 2019-20	Upto 9M 2019-20	Upto 9M 2019-20	Upto 9M 2019-20	Upto 9M 2019-20	Upto 9M 2019-20	Upto 9M 2019-20	Upto 9M 2019-20	Upto 9M 2019-20	Upto 9M 2019-20	Upto 9M 2019-20	Upto 9M 2019-20	
Commission paid																		
Direct	609,110	265,309	10,298	275,607	5,192,407	190,224	5,382,631	72,725	20,694	195,031	11,764	361,991	1,873,195	31,294	(1,799)	337,312	8,284,838	9,169,555
Add: Commission on re-insurance accepted	62,481	21,860	893	22,753	25,213	-	25,213	-	-	45,349	6,370	2,037	112,625	-	-	9,960	201,554	286,788
Less: Commission on re-insurance ceded	926,510	40,234	15,406	55,640	1,268,547	86,760	1,355,307	18,233	15,029	301,842	9,627	394,566	3,988,165	51,261	(10,284)	414,381	6,538,127	7,520,277
Net Commission	(254,919)	246,935	(4,215)	242,720	3,949,073	103,464	4,052,537	54,492	5,665	(61,462)	8,507	(30,538)	(2,002,345)	(19,967)	8,485	(67,109)	1,948,265	1,936,066

(₹ '000)

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

	Upto 9M 2020-21	Upto 9M 2019-20
Agents	1,502,762	1,278,273
Brokers	5,954,601	5,307,812
Corporate agency	1,559,516	1,987,532
Motor Insurance Service Providers	394,189	381,765
Point of Sale	254,619	197,360
Insurance Marketing Firm	1,375	882
Web Aggregator	3,851	10,585
Micro Insurance Commission	-	615
Common Service Center	11,535	4,731
Referral	-	-
Total	9,682,448	9,169,555