

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 Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20		For Q4 2019-20
Commission paid																			
Direct	230,360	97,580	3,065	100,645	1,827,921	80,324	1,908,245	24,325	5,076	64,400	3,718	120,862	707,437	11,840	6	120,106	2,966,015	3,297,020	
Add : Re-insurance Accepted	13,617	289	1,106	1,395	9,794	-	9,794	-	-	14,105	1,762	14	17,704	-	-	1,439	44,818	59,830	
Less : Commission on Re-insurance Ceded	274,779	12,704	6,163	18,867	251,517	3,548	255,065	1,517	18,561	80,948	1,437	3,414	920,168	16,015	(15,622)	77,832	1,359,335	1,652,981	
Net Commission	(30,802)	85,165	(1,992)	83,173	1,586,198	76,776	1,662,974	22,808	(13,485)	(2,443)	4,043	117,462	(195,027)	(4,175)	15,628	43,713	1,651,498	1,703,869	

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		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		For Q4 2018-19
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	570,990	8,747	4,565	128,879	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	1,291,121	11,379	(30,943)	43,736	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	(684,203)	(2,632)	35,508	86,902	556,612	631,595	

(₹ '000)

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

	For Q4 2019-20	For Q4 2018-19
Agents	493,383	396,934
Brokers	1,909,654	1,737,708
Corporate agency	692,660	629,328
Motor Insurance Service Providers	121,739	113,574
Point of Sale	71,322	70,608
Insurance Marketing Firm	158	1,127
Web Aggregator	5,785	15,181
Micro Insurance Commission	-	-
Common Service Center	2,319	-
Referral	-	-
Total	3,297,020	2,964,460

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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 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	
Commission paid																		
Direct	839,470	362,889	13,363	376,252	7,020,328	270,548	7,290,876	97,050	25,770	259,431	15,482	482,853	2,580,632	43,134	(1,793)	457,418	11,250,853	12,466,575
Add : Re-insurance Accepted	76,098	22,149	1,999	24,148	35,007	-	35,007	-	-	59,454	8,132	2,051	130,329	-	-	11,399	246,372	346,618
Less : Commission on Re-insurance Ceded	1,201,289	52,938	21,569	74,507	1,520,064	90,308	1,610,372	19,750	33,590	382,790	11,064	397,980	4,908,333	67,276	(25,906)	492,213	7,897,462	9,173,258
Net Commission	(285,721)	332,100	(6,207)	325,893	5,535,271	180,240	5,715,511	77,300	(7,820)	(63,905)	12,550	86,924	(2,197,372)	(24,142)	24,113	(23,396)	3,599,763	3,639,935

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		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	
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	1,959,948	40,494	6,880	556,129	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	4,657,157	57,845	574,158	253,814	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	(2,631,720)	(17,351)	(567,273)	310,186	2,170,298	2,229,052

(₹ '000)

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

	FY 2019-20	FY 2018-19
Agents	1,771,656	1,408,665
Brokers	7,217,466	6,547,267
Corporate agency	2,680,192	2,412,556
Motor Insurance Service Providers	503,504	549,315
Point of Sale	268,682	160,502
Insurance Marketing Firm	1,040	1,127
Web Aggregator	16,370	15,181
Micro Insurance Commission	615	-
Common Service Center	7,050	-
Referral	-	-
Total	12,466,575	11,094,613