

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 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	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
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 : 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

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		For Q3 2018-19	For Q3 2018-19	For Q3 2018-19	For Q3 2018-19	For Q3 2018-19	For Q3 2018-19	For Q3 2018-19	For Q3 2018-19	For Q3 2018-19	For Q3 2018-19	For Q3 2018-19	For Q3 2018-19	For Q3 2018-19	For Q3 2018-19	For Q3 2018-19	For Q3 2018-19	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																		
Direct	170,711	82,057	15,463	97,520	2,020,063	2,904	2,022,967	15,719	4,759	42,578	2,484	113,390	484,356	10,170	857	128,694	2,825,974	3,094,205
Add : Re-insurance Accepted	10,610	1,580	2,296	3,876	36	-	36	-	1,509	17,554	1,520	102	5,411	-	5	1,392	27,529	42,015
Less : Commission on Re-insurance Ceded	267,681	8,703	7,479	16,182	387,378	38,535	425,913	3,801	82	82,507	2,441	34,173	1,206,513	14,375	104,081	57,394	1,931,280	2,215,143
Net Commission	(86,360)	74,934	10,280	85,214	1,632,721	(35,631)	1,597,090	11,918	6,186	(22,375)	1,563	79,319	(716,747)	(4,205)	(103,219)	72,693	922,223	921,077

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

	For Q3 2019-20	For Q3 2018-19
	(₹ '000)	(₹ '000)
Agents	476,237	367,224
Brokers	1,997,079	1,996,824
Corporate Agency	794,253	535,839
Motor Insurance Service Providers	168,093	140,701
Point of Sale	81,029	53,617
Insurance Marketing Firm	326	-
Web Aggregator	1,592	-
Micro Insurance Commission	75	-
Common Service Center	2,293	-
Referral	-	-
TOTAL	3,520,977	3,094,205

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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	
		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	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
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 : 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

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		Upto 9M 2018-19	Upto 9M 2018-19	Upto 9M 2018-19	Upto 9M 2018-19	Upto 9M 2018-19	Upto 9M 2018-19	Upto 9M 2018-19	Upto 9M 2018-19	Upto 9M 2018-19	Upto 9M 2018-19	Upto 9M 2018-19	Upto 9M 2018-19	Upto 9M 2018-19	Upto 9M 2018-19	Upto 9M 2018-19	Upto 9M 2018-19	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																		
Direct	436,788	250,737	19,924	270,661	4,937,318	7,902	4,945,220	47,678	13,507	153,223	6,934	405,872	1,388,958	31,747	2,315	427,250	7,422,704	8,130,153
Add : Re-insurance Accepted	54,239	19,348	3,766	23,114	36	-	36	-	2,005	69,163	13,643	4,260	29,561	-	5	6,112	124,785	202,138
Less : Commission on Re-insurance Ceded	755,469	35,464	10,098	45,562	928,612	68,101	996,713	11,261	8,943	261,011	10,845	417,349	3,366,036	46,466	605,101	210,078	5,933,803	6,734,834
Net Commission	(264,442)	234,621	13,592	248,213	4,008,742	(60,199)	3,948,543	36,417	6,569	(38,625)	9,732	(7,217)	(1,947,517)	(14,719)	(602,781)	223,284	1,613,686	1,597,457

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

	9M 2019-20	9M 2018-19
	(₹ '000)	(₹ '000)
Agents	1,278,273	1,011,731
Brokers	5,307,812	4,809,559
Corporate Agency	1,987,532	1,783,228
Motor Insurance Service Providers	381,765	435,741
Point of Sale	197,360	89,894
Insurance Marketing Firm	882	-
Web Aggregator	10,585	-
Micro Insurance Commission	615	-
Common Service Center	4,731	-
Referral	-	-
TOTAL	9,169,555	8,130,153