

PERIODIC DISCLOSURES

FORM NL-6-COMMISSION SCHEDULE

Name of the Insurer: ICICI Lombard General Insurance Company Limited

Registration No. 115 dated August 03, 2001
(CIN) U67200MH2000PLC129408

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 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	For Q4 2016-17	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																		
Direct	47,198	35,760	1,376	37,136	4,16,723	-	4,16,723	10,297	2,286	22,878	5,614	85,678	3,39,687	6,825	1,883	1,24,232	10,16,103	11,00,437
Add : Re-insurance Accepted	20,083	720	(821)	(101)	5	-	5	-	(3,577)	11,094	18,065	79	17,594	-	513	1,108	44,881	64,863
Less : Commission on Re-insurance Ceded	1,74,486	14,504	5,243	19,747	5,56,596	11,617	5,68,213	843	398	64,455	3,902	1,69,977	9,80,451	12,020	3,83,022	34,232	22,17,513	24,11,746
Net Commission	(1,07,205)	21,976	(4,688)	17,288	(1,39,868)	(11,617)	(1,51,485)	9,454	(1,689)	(30,483)	19,777	(84,220)	(6,23,170)	(5,195)	(3,80,626)	91,108	(11,56,529)	(12,46,446)

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		For Q4 2015-16	For Q4 2015-16	For Q4 2015-16	For Q4 2015-16	For Q4 2015-16	For Q4 2015-16	For Q4 2015-16	For Q4 2015-16	For Q4 2015-16	For Q4 2015-16	For Q4 2015-16	For Q4 2015-16	For Q4 2015-16	For Q4 2015-16	For Q4 2015-16	For Q4 2015-16	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																		
Direct	39,188	32,983	604	33,587	3,14,575	-	3,14,575	9,031	2,022	17,886	4,195	77,900	3,04,684	4,015	189	87,301	8,21,798	8,94,573
Add : Re-insurance Accepted	11,965	9,501	3,962	13,463	-	-	-	-	298	10,819	20,414	-	21,019	-	-	3,210	55,760	81,188
Less : Commission on Re-insurance Ceded	1,38,938	9,644	1,136	10,780	3,62,745	58,445	4,21,190	737	476	78,764	2,594	1,31,264	8,58,947	6,535	97,428	30,968	16,28,903	17,78,621
Net Commission	(87,785)	32,840	3,430	36,270	(48,170)	(58,445)	(1,06,615)	8,294	1,844	(50,059)	22,015	(53,364)	(5,33,244)	(2,520)	(97,239)	59,543	(7,51,345)	(8,02,860)

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

	For Q4 2016-17	For Q4 2015-16
	(₹ '000)	(₹ '000)
Agents	2,39,707	2,21,514
Brokers	4,34,411	3,90,762
Corporate Agency	4,26,319	2,82,297
Referral	-	-
TOTAL	11,00,437	8,94,573

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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 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	FY 2016-17	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																		
Direct	2,64,511	2,13,212	8,182	2,21,394	16,48,561	-	16,48,561	43,681	12,043	1,12,032	15,145	3,43,393	12,92,206	25,865	2,258	3,92,174	38,87,358	43,73,263
Add : Re-insurance Accepted	74,075	27,126	6,186	33,312	5	-	5	-	371	38,865	78,202	289	72,310	-	513	25,828	2,16,383	3,23,770
Less : Commission on Re-insurance Ceded	8,33,662	58,487	16,070	74,557	17,35,117	44,558	17,79,675	3,558	3,871	3,10,981	11,591	5,93,897	37,60,775	50,774	14,97,096	1,17,899	81,30,117	90,38,336
Net Commission	(4,95,076)	1,81,851	(1,702)	1,80,149	(86,551)	(44,558)	(1,31,109)	40,123	8,543	(1,60,084)	81,756	(2,50,215)	(23,96,259)	(24,909)	(14,94,325)	3,00,103	(40,26,376)	(43,41,303)

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		FY 2015-16	FY 2015-16	FY 2015-16	FY 2015-16	FY 2015-16	FY 2015-16	FY 2015-16	FY 2015-16	FY 2015-16	FY 2015-16	FY 2015-16	FY 2015-16	FY 2015-16	FY 2015-16	FY 2015-16	FY 2015-16	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																		
Direct	2,02,099	1,88,974	11,089	2,00,063	11,86,433	-	11,86,433	36,853	11,356	98,925	9,858	2,89,000	11,34,987	24,548	383	2,98,271	30,90,614	34,92,776
Add : Re-insurance Accepted	76,343	28,648	19,883	48,531	24	-	24	-	699	50,589	80,785	57	36,832	-	-	14,393	1,83,379	3,08,253
Less : Commission on Re-insurance Ceded	7,69,319	25,239	12,774	38,013	16,80,287	88,747	17,69,034	3,107	2,526	3,13,191	8,864	4,69,981	30,82,658	45,592	4,81,950	96,526	62,73,429	70,80,761
Net Commission	(4,90,877)	1,92,383	18,198	2,10,581	(4,93,830)	(88,747)	(5,82,577)	33,746	9,529	(1,63,677)	81,779	(1,80,924)	(19,10,839)	(21,044)	(4,81,567)	2,16,138	(29,99,436)	(32,79,732)

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

	FY 2016-17	FY 2015-16
	(₹ '000)	(₹ '000)
Agents	9,19,407	8,43,917
Brokers	18,75,372	16,15,282
Corporate Agency	15,78,484	10,33,577
Referral	-	-
TOTAL	43,73,263	34,92,776