

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 Q3 2016-17	For Q3 2016-17	For Q3 2016-17	For Q3 2016-17	For Q3 2016-17	For Q3 2016-17	For Q3 2016-17	For Q3 2016-17	For Q3 2016-17	For Q3 2016-17	For Q3 2016-17	For Q3 2016-17	For Q3 2016-17	For Q3 2016-17	For Q3 2016-17	For Q3 2016-17	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																		
Direct	59,916	50,624	1,172	51,796	4,74,028	-	4,74,028	9,929	2,643	26,810	2,324	86,445	2,97,438	4,883	9	76,600	9,81,109	10,92,821
Add : Re-insurance Accepted	(7,077)	6,282	868	7,150	-	-	-	-	177	14,095	20,567	58	16,520	-	-	9,730	61,147	61,220
Less : Commission on Re-insurance Ceded	1,70,344	12,888	6,194	19,082	5,20,667	11,790	5,32,457	805	566	80,645	2,792	1,49,594	9,64,532	11,183	2,85,078	25,620	20,53,272	22,42,698
Net Commission	(1,17,505)	44,018	(4,154)	39,864	(46,639)	(11,790)	(58,429)	9,124	2,254	(39,740)	20,099	(63,091)	(6,50,574)	(6,300)	(2,85,069)	60,710	(10,11,016)	(10,88,657)

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 2015-16	For Q3 2015-16	For Q3 2015-16	For Q3 2015-16	For Q3 2015-16	For Q3 2015-16	For Q3 2015-16	For Q3 2015-16	For Q3 2015-16	For Q3 2015-16	For Q3 2015-16	For Q3 2015-16	For Q3 2015-16	For Q3 2015-16	For Q3 2015-16	For Q3 2015-16	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																		
Direct	40,184	36,639	3,561	40,200	3,37,634	-	3,37,634	8,598	2,943	24,605	1,960	76,053	2,66,049	5,644	163	60,708	7,84,357	8,64,741
Add : Re-insurance Accepted	13,582	3,721	2,509	6,230	24	-	24	-	-	7,897	23,089	-	4,661	-	-	5,192	40,863	60,675
Less : Commission on Re-insurance Ceded	1,10,315	10,202	5,484	15,686	5,00,422	11,338	5,11,760	708	(80)	79,924	2,375	1,22,181	8,03,258	10,246	1,24,097	24,851	16,79,320	18,05,321
Net Commission	(56,549)	30,158	586	30,744	(1,62,764)	(11,338)	(1,74,102)	7,890	3,023	(47,422)	22,674	(46,128)	(5,32,548)	(4,602)	(1,23,934)	41,049	(8,54,100)	(8,79,905)

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

	For Q3 2016-17	For Q3 2015-16
	(₹ '000)	(₹ '000)
Agents	2,30,186	2,15,388
Brokers	4,53,003	3,87,226
Corporate Agency	4,09,632	2,62,127
Referral	-	-
TOTAL	10,92,821	8,64,741

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		
	Upto 9M 2016-17	Upto 9M 2016-17	Upto 9M 2016-17	Upto 9M 2016-17	Upto 9M 2016-17	Upto 9M 2016-17	Upto 9M 2016-17	Upto 9M 2016-17	Upto 9M 2016-17	Upto 9M 2016-17	Upto 9M 2016-17	Upto 9M 2016-17	Upto 9M 2016-17	Upto 9M 2016-17	Upto 9M 2016-17	Upto 9M 2016-17	Upto 9M 2016-17	Upto 9M 2016-17	Upto 9M 2016-17
Commission paid	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Direct	2,17,313	1,77,452	6,806	1,84,258	12,31,838	-	12,31,838	33,384	9,757	89,154	9,531	2,57,715	9,52,519	19,040	375	2,67,942	28,71,255	32,72,826	
Add : Re-insurance Accepted	53,992	26,406	7,007	33,413	-	-	-	-	3,948	27,771	60,137	210	54,716	-	-	24,720	1,71,502	2,58,907	
Less : Commission on Re-insurance Ceded	6,59,176	43,983	10,827	54,810	11,78,521	32,941	12,11,462	2,715	3,473	2,46,526	7,689	4,23,920	27,80,324	38,754	11,14,074	83,667	59,12,604	66,26,590	
Net Commission	(3,87,871)	1,59,875	2,986	1,62,861	53,317	(32,941)	20,376	30,669	10,232	(1,29,601)	61,979	(1,65,995)	(17,73,089)	(19,714)	(11,13,699)	2,08,995	(28,69,847)	(30,94,857)	

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 9M 2015-16	Upto 9M 2015-16	Upto 9M 2015-16	Upto 9M 2015-16	Upto 9M 2015-16	Upto 9M 2015-16	Upto 9M 2015-16	Upto 9M 2015-16	Upto 9M 2015-16	Upto 9M 2015-16	Upto 9M 2015-16	Upto 9M 2015-16	Upto 9M 2015-16	Upto 9M 2015-16	Upto 9M 2015-16	Upto 9M 2015-16	Upto 9M 2015-16	Upto 9M 2015-16	Upto 9M 2015-16
Commission paid	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Direct	1,62,911	1,55,991	10,485	1,66,476	8,71,858	-	8,71,858	27,822	9,334	81,039	5,663	2,11,100	8,30,303	20,533	194	2,10,970	22,68,816	25,98,203	
Add : Re-insurance Accepted	64,378	19,147	15,921	35,068	24	-	24	-	401	39,770	60,371	57	15,813	-	-	11,183	1,27,619	2,27,065	
Less : Commission on Re-insurance Ceded	6,30,381	15,595	11,638	27,233	13,17,542	30,302	13,47,844	2,370	2,050	2,34,427	6,270	3,38,717	22,23,711	39,057	3,84,522	65,558	46,44,526	53,02,140	
Net Commission	(4,03,092)	1,59,543	14,768	1,74,311	(4,45,660)	(30,302)	(4,75,962)	25,452	7,685	(1,13,618)	59,764	(1,27,560)	(13,77,595)	(18,524)	(3,84,328)	1,56,595	(22,48,091)	(24,76,872)	

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

	9M 2016-17	9M 2015-16
	(₹ '000)	(₹ '000)
Agents	6,79,700	6,22,403
Brokers	14,40,961	12,24,520
Corporate Agency	11,52,165	7,51,280
Referral	-	-
TOTAL	32,72,826	25,98,203