

**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 2017-18	For Q3 2017-18	For Q3 2017-18	For Q3 2017-18	For Q3 2017-18	For Q3 2017-18	For Q3 2017-18	For Q3 2017-18	For Q3 2017-18	For Q3 2017-18	For Q3 2017-18	For Q3 2017-18	For Q3 2017-18	For Q3 2017-18	For Q3 2017-18	For Q3 2017-18	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																		
Direct	54,983	57,252	(1,498)	55,754	10,36,384	-	10,36,384	12,781	4,706	37,986	2,286	1,17,878	3,71,734	10,609	(623)	1,06,798	17,00,539	18,11,276
Add : Re-insurance Accepted	14,163	1,353	236	1,589	-	-	-	-	-	17,780	6,308	61	55,507	-	-	2,320	81,976	97,728
Less : Commission on Re-insurance Ceded	2,35,517	9,746	3,921	13,667	4,61,561	14,834	4,76,395	3,124	1,085	65,066	(889)	2,45,295	11,57,024	17,669	1,42,726	34,734	21,42,229	23,91,413
<b>Net Commission</b>	<b>(1,66,371)</b>	<b>48,859</b>	<b>(5,183)</b>	<b>43,676</b>	<b>5,74,823</b>	<b>(14,834)</b>	<b>5,59,989</b>	<b>9,657</b>	<b>3,621</b>	<b>(9,300)</b>	<b>9,483</b>	<b>(1,27,356)</b>	<b>(7,29,783)</b>	<b>(7,060)</b>	<b>(1,43,349)</b>	<b>74,384</b>	<b>(3,59,714)</b>	<b>(4,82,409)</b>

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		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
<b>Net Commission</b>	<b>(1,17,505)</b>	<b>44,018</b>	<b>(4,154)</b>	<b>39,864</b>	<b>(46,639)</b>	<b>(11,790)</b>	<b>(58,429)</b>	<b>9,124</b>	<b>2,254</b>	<b>(39,740)</b>	<b>20,099</b>	<b>(63,091)</b>	<b>(6,50,574)</b>	<b>(6,300)</b>	<b>(2,85,069)</b>	<b>60,710</b>	<b>(10,11,016)</b>	<b>(10,88,657)</b>

**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	3,08,282	2,30,186
Brokers	8,98,920	4,53,003
Corporate Agency	5,68,154	4,09,632
Motor Insurance Service Providers	35,920	-
Referral	-	-
<b>TOTAL</b>	<b>18,11,276</b>	<b>10,92,821</b>

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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	
		Upto 9M 2017-18	Upto 9M 2017-18	Upto 9M 2017-18	Upto 9M 2017-18	Upto 9M 2017-18	Upto 9M 2017-18	Upto 9M 2017-18	Upto 9M 2017-18	Upto 9M 2017-18	Upto 9M 2017-18	Upto 9M 2017-18	Upto 9M 2017-18	Upto 9M 2017-18	Upto 9M 2017-18	Upto 9M 2017-18	Upto 9M 2017-18	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																		
Direct	3,16,888	2,16,881	6,010	2,22,891	20,12,282	-	20,12,282	40,431	9,812	1,12,299	7,871	3,27,061	10,90,572	27,239	(207)	3,49,744	39,77,104	45,16,883
Add : Re-insurance Accepted	59,920	19,848	3,254	23,102	-	-	-	-	608	52,006	42,412	457	98,910	-	-	3,850	1,98,243	2,81,265
Less : Commission on Re-insurance Ceded	8,06,260	38,367	11,677	50,044	11,67,988	40,817	12,08,805	5,959	8,543	2,43,739	3,779	6,27,993	32,99,606	48,825	10,79,405	1,07,534	66,34,188	74,90,492
<b>Net Commission</b>	<b>(4,29,452)</b>	<b>1,98,362</b>	<b>(2,413)</b>	<b>1,95,949</b>	<b>8,44,294</b>	<b>(40,817)</b>	<b>8,03,477</b>	<b>34,472</b>	<b>1,877</b>	<b>(79,434)</b>	<b>46,504</b>	<b>(3,00,475)</b>	<b>(21,10,124)</b>	<b>(21,586)</b>	<b>(10,79,612)</b>	<b>2,46,060</b>	<b>(24,58,841)</b>	<b>(26,92,344)</b>

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		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	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																		
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
<b>Net Commission</b>	<b>(3,87,871)</b>	<b>1,59,875</b>	<b>2,986</b>	<b>1,62,861</b>	<b>53,317</b>	<b>(32,941)</b>	<b>20,376</b>	<b>30,669</b>	<b>10,232</b>	<b>(1,29,601)</b>	<b>61,979</b>	<b>(1,65,995)</b>	<b>(17,73,089)</b>	<b>(19,714)</b>	<b>(11,13,699)</b>	<b>2,08,995</b>	<b>(28,69,847)</b>	<b>(30,94,857)</b>

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

	9M 2017-18	9M 2016-17
	(₹ '000)	(₹ '000)
Agents	7,77,405	6,79,700
Brokers	22,04,789	14,40,961
Corporate Agency	14,98,769	11,52,165
Motor Insurance Service Providers	35,920	-
Referral	-	-
<b>TOTAL</b>	<b>45,16,883</b>	<b>32,72,826</b>