

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 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		For Q3 2018-19
Commission paid	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)
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	466,529	10,170	857	146,521	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	1,203,347	14,375	104,081	60,560	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	(731,407)	(4,205)	(103,219)	87,353	922,223	921,077	

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		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		For Q3 2017-18
Commission paid	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)	('000)
Direct	54,983	57,252	(1,498)	55,754	1,036,384	-	1,036,384	12,781	4,706	37,986	2,286	117,878	371,734	10,609	(623)	106,798	1,700,539	1,811,276	
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	235,517	9,746	3,921	13,667	461,561	14,834	476,395	3,124	1,085	65,066	(889)	245,295	1,157,024	17,669	142,726	34,734	2,142,229	2,391,413	
Net Commission	(166,371)	48,859	(5,183)	43,676	574,823	(14,834)	559,989	9,657	3,621	(9,300)	9,483	(127,356)	(729,783)	(7,060)	(143,349)	74,384	(359,714)	(482,409)	

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

	For Q3 2018-19	For Q3 2017-18
	('000)	('000)
Agents	367,224	308,282
Brokers	1,996,825	898,920
Corporate Agency	535,839	568,154
Motor Insurance Service Providers	140,700	35,920
Point of Sale	53,617	-
Referral	-	-
TOTAL	3,094,205	1,811,276

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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 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	1,327,158	31,747	2,315	489,050	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	3,354,122	46,466	605,101	221,992	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)	(1,997,403)	(14,719)	(602,781)	273,170	1,613,686	1,597,457

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Particulars	Fire	Marine			Miscellaneous													Total
		Marine Cargo	Marine Others	Marine Total	Motor OD	Motor TP	Motor Total	Worksmens' Compensation	Puclic/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	316,888	216,881	6,010	222,891	2,012,282	-	2,012,282	40,431	9,812	112,299	7,871	327,061	1,090,572	27,239	(207)	349,744	3,977,104	4,516,883
Add : Re-insurance Accepted	59,920	19,848	3,254	23,102	-	-	-	-	608	52,006	42,412	457	98,910	-	-	3,850	198,243	281,265
Less : Commission on Re-insurance Ceded	806,260	38,367	11,677	50,044	1,167,988	40,817	1,208,805	5,959	8,543	243,739	3,779	627,993	3,299,606	48,825	1,079,405	107,534	6,634,188	7,490,492
Net Commission	(429,452)	198,362	(2,413)	195,949	844,294	(40,817)	803,477	34,472	1,877	(79,434)	46,504	(300,475)	(2,110,124)	(21,586)	(1,079,612)	246,060	(2,458,841)	(2,692,344)

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

	9M 2018-19	9M 2017-18
	(` '000)	(` '000)
Agents	1,011,731	777,405
Brokers	4,809,559	2,204,789
Corporate Agency	1,783,228	1,498,769
Motor Insurance Service Providers	435,741	35,920
Point of Sale	89,894	-
Referral	-	-
TOTAL	8,130,153	4,516,883