

**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]

(₹ '000)

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 Q2 2020-21	For Q2 2020-21	For Q2 2020-21	For Q2 2020-21	For Q2 2020-21	For Q2 2020-21	For Q2 2020-21	For Q2 2020-21	For Q2 2020-21	For Q2 2020-21	For Q2 2020-21	For Q2 2020-21	For Q2 2020-21	For Q2 2020-21	For Q2 2020-21	For Q2 2020-21	
Commission paid																		
Direct	363,981	78,993	1,247	80,240	1,618,096	80,310	1,698,406	27,881	8,403	77,112	2,418	77,229	671,021	11,195	236	134,951	2,708,852	3,153,073
Add: Commission on re-insurance accepted	24,339	5,128	(296)	4,832	48,905	-	48,905	-	2,295	9,345	1,923	110	13,763	-	-	6,477	82,818	111,989
Less: Commission on re-insurance ceded	466,856	11,125	3,765	14,890	236,196	(8,263)	227,933	4,272	(5,107)	132,123	4,284	25,195	668,714	14,515	859	59,119	1,131,907	1,613,653
<b>Net Commission</b>	<b>(78,536)</b>	<b>72,996</b>	<b>(2,814)</b>	<b>70,182</b>	<b>1,430,805</b>	<b>88,573</b>	<b>1,519,378</b>	<b>23,609</b>	<b>15,805</b>	<b>(45,666)</b>	<b>57</b>	<b>52,144</b>	<b>16,070</b>	<b>(3,320)</b>	<b>(623)</b>	<b>82,309</b>	<b>1,659,763</b>	<b>1,651,409</b>

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		For Q2 2019-20	For Q2 2019-20	For Q2 2019-20	For Q2 2019-20	For Q2 2019-20	For Q2 2019-20	For Q2 2019-20	For Q2 2019-20	For Q2 2019-20	For Q2 2019-20	For Q2 2019-20	For Q2 2019-20	For Q2 2019-20	For Q2 2019-20	For Q2 2019-20	For Q2 2019-20	
Commission paid																		
Direct	129,653	76,918	2,135	79,053	1,429,339	82,665	1,512,004	22,316	4,775	47,371	5,186	108,111	609,731	7,745	107	97,965	2,415,311	2,624,017
Add: Commission on re-insurance accepted	7,587	5,427	(26)	5,401	-	-	-	-	-	9,095	1,314	330	59,227	-	-	3,789	73,755	86,743
Less: Commission on re-insurance ceded	182,152	13,898	1,433	15,331	321,223	17,347	338,570	4,741	1,716	83,982	2,023	91,119	1,284,372	14,861	16,425	56,963	1,894,772	2,092,255
<b>Net Commission</b>	<b>(44,912)</b>	<b>68,447</b>	<b>676</b>	<b>69,123</b>	<b>1,108,116</b>	<b>65,318</b>	<b>1,173,434</b>	<b>17,575</b>	<b>3,059</b>	<b>(27,516)</b>	<b>4,477</b>	<b>17,322</b>	<b>(615,414)</b>	<b>(7,116)</b>	<b>(16,318)</b>	<b>44,791</b>	<b>594,294</b>	<b>618,505</b>

(₹ '000)

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

	For Q2 2020-21	For Q2 2019-20
Agents	507,493	389,160
Brokers	1,819,458	1,452,331
Corporate agency	605,646	610,332
Motor Insurance Service Providers	126,717	108,420
Point of Sale	86,185	60,337
Insurance Marketing Firm	594	331
Web Aggregator	3,585	314
Micro Insurance Commission	-	354
Common Service Center	3,395	2,438
Referral	-	-
<b>Total</b>	<b>3,153,073</b>	<b>2,624,017</b>

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		Upto H1 2020-21	Upto H1 2020-21	Upto H1 2020-21	Upto H1 2020-21	Upto H1 2020-21	Upto H1 2020-21	Upto H1 2020-21	Upto H1 2020-21	Upto H1 2020-21	Upto H1 2020-21	Upto H1 2020-21	Upto H1 2020-21	Upto H1 2020-21	Upto H1 2020-21	Upto H1 2020-21	Upto H1 2020-21	
Commission paid																		
Direct	1,003,329	198,668	2,788	201,456	2,735,942	137,685	2,873,627	52,527	20,136	145,757	6,566	122,025	1,157,554	17,494	236	252,701	4,648,623	5,853,408
Add: Commission on re-insurance accepted	66,969	13,456	(62)	13,394	54,787	-	54,787	-	2,295	27,621	3,273	110	30,748	-	-	10,723	129,557	209,920
Less: Commission on re-insurance ceded	1,385,414	29,662	5,782	35,444	605,252	5,510	610,762	11,205	347	240,419	6,227	16,376	943,435	24,910	7,151	114,003	1,974,835	3,395,693
<b>Net Commission</b>	<b>(315,116)</b>	<b>182,462</b>	<b>(3,056)</b>	<b>179,406</b>	<b>2,185,477</b>	<b>132,175</b>	<b>2,317,652</b>	<b>41,322</b>	<b>22,084</b>	<b>(67,041)</b>	<b>3,612</b>	<b>105,759</b>	<b>244,867</b>	<b>(7,416)</b>	<b>(6,915)</b>	<b>149,421</b>	<b>2,803,345</b>	<b>2,667,635</b>

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(₹ '000)

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		Upto H1 2019-20	Upto H1 2019-20	Upto H1 2019-20	Upto H1 2019-20	Upto H1 2019-20	Upto H1 2019-20	Upto H1 2019-20	Upto H1 2019-20	Upto H1 2019-20	Upto H1 2019-20	Upto H1 2019-20	Upto H1 2019-20	Upto H1 2019-20	Upto H1 2019-20	Upto H1 2019-20	Upto H1 2019-20	
Commission paid																		
Direct	441,409	184,013	8,574	192,587	3,002,014	134,035	3,136,049	48,393	14,151	121,931	9,633	246,931	1,196,922	20,254	(1,646)	221,964	5,014,582	5,648,578
Add: Commission on re-insurance accepted	44,542	19,415	374	19,789	531	-	531	-	-	30,488	2,667	1,075	89,854	-	-	8,190	132,805	197,136
Less: Commission on re-insurance ceded	664,084	28,792	6,220	35,012	788,444	62,351	850,795	14,293	12,886	210,305	5,956	223,154	2,521,082	35,983	(12,229)	118,824	3,981,049	4,680,145
<b>Net Commission</b>	<b>(178,133)</b>	<b>174,636</b>	<b>2,728</b>	<b>177,364</b>	<b>2,214,101</b>	<b>71,684</b>	<b>2,285,785</b>	<b>34,100</b>	<b>1,265</b>	<b>(57,886)</b>	<b>6,344</b>	<b>24,852</b>	<b>(1,234,306)</b>	<b>(15,729)</b>	<b>10,583</b>	<b>111,330</b>	<b>1,166,338</b>	<b>1,165,569</b>

(₹ '000)

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

	Upto H1 2020-21	Upto H1 2019-20
Agents	983,371	802,036
Brokers	3,577,404	3,310,733
Corporate agency	938,897	1,193,279
Motor Insurance Service Providers	197,217	213,672
Point of Sale	142,931	116,331
Insurance Marketing Firm	1,147	556
Web Aggregator	6,991	8,993
Micro Insurance Commission	-	540
Common Service Center	5,450	2,438
Referral	-	-
<b>Total</b>	<b>5,853,408</b>	<b>5,648,578</b>