

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 NO. 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	Others	Total Miscellaneous	
		For Q4 2014-15	For Q4 2014-15	For Q4 2014-15	For Q4 2014-15	For Q4 2014-15	For Q4 2014-15	For Q4 2014-15	For Q4 2014-15	For Q4 2014-15	For Q4 2014-15	For Q4 2014-15	For Q4 2014-15	For Q4 2014-15	For Q4 2014-15	For Q4 2014-15	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	29,030	27,259	391	27,650	2,60,687	-	2,60,687	7,388	1,546	10,415	2,294	64,228	2,71,383	4,539	66,598	6,89,078	7,45,758
Add : Re-insurance Accepted	22,045	9,465	2,013	11,478	-	-	-	-	(51)	5,256	17,961	-	582	-	964	24,712	58,235
Less : Commission on Re-insurance Ceded	93,118	6,468	5,090	11,558	5,70,561	8,391	5,78,952	677	1,119	94,705	2,312	1,54,246	8,22,924	10,707	47,659	17,13,301	18,17,977
<b>Net Commission</b>	<b>(42,043)</b>	<b>30,256</b>	<b>(2,686)</b>	<b>27,570</b>	<b>(3,09,874)</b>	<b>(8,391)</b>	<b>(3,18,265)</b>	<b>6,711</b>	<b>376</b>	<b>(79,034)</b>	<b>17,943</b>	<b>(90,018)</b>	<b>(5,50,959)</b>	<b>(6,168)</b>	<b>19,903</b>	<b>(9,99,511)</b>	<b>(10,13,984)</b>

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		For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	27,095	30,351	1,045	31,396	2,68,334	-	2,68,334	7,843	1,040	23,352	1,958	50,281	2,73,774	3,670	60,388	6,90,640	7,49,131
Add : Re-insurance Accepted	29,752	3,050	1,947	4,997	-	-	-	-	-	13,485	25,183	6	263	-	1,560	40,497	75,246
Less : Commission on Re-insurance Ceded	64,979	5,243	(26,592)	(21,349)	83,417	36,454	1,19,871	657	2,019	87,963	1,589	1,21,643	5,51,290	10,237	2,66,045	11,61,314	12,04,944
<b>Net Commission</b>	<b>(8,132)</b>	<b>28,158</b>	<b>29,584</b>	<b>57,742</b>	<b>1,84,917</b>	<b>(36,454)</b>	<b>1,48,463</b>	<b>7,186</b>	<b>(979)</b>	<b>(51,126)</b>	<b>25,552</b>	<b>(71,356)</b>	<b>(2,77,253)</b>	<b>(6,567)</b>	<b>(2,04,097)</b>	<b>(4,30,177)</b>	<b>(3,80,567)</b>

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

	For Q4 2014-15	For Q4 2013-14
	(₹ '000)	(₹ '000)
Agents	2,05,246	1,91,877
Brokers	2,66,179	3,37,966
Corporate Agency	2,74,333	2,19,288
Referral	-	-
<b>TOTAL</b>	<b>7,45,758</b>	<b>7,49,131</b>

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		FY 2014-15	FY 2014-15	FY 2014-15	FY 2014-15	FY 2014-15	FY 2014-15	FY 2014-15	FY 2014-15	FY 2014-15	FY 2014-15	FY 2014-15	FY 2014-15	FY 2014-15	FY 2014-15	FY 2014-15	
(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	
Commission paid																	
Direct	1,56,237	1,51,242	4,688	1,55,930	9,93,947	-	9,93,947	31,712	10,452	77,233	9,676	2,36,183	10,43,535	17,673	2,54,953	26,75,364	29,87,531
Add : Re-insurance Accepted	1,23,093	30,473	13,901	44,374	-	-	-	-	538	38,012	92,513	41	13,178	-	5,975	1,50,257	3,17,724
Less : Commission on Re-insurance Ceded	5,67,642	29,298	70,742	1,00,040	22,70,477	46,745	23,17,222	5,829	9,130	3,31,730	6,119	4,74,915	28,10,761	42,373	3,77,707	63,75,786	70,43,468
<b>Net Commission</b>	<b>(2,88,312)</b>	<b>1,52,417</b>	<b>(52,153)</b>	<b>1,00,264</b>	<b>(12,76,530)</b>	<b>(46,745)</b>	<b>(13,23,275)</b>	<b>25,883</b>	<b>1,860</b>	<b>(2,16,485)</b>	<b>96,070</b>	<b>(2,38,691)</b>	<b>(17,54,048)</b>	<b>(24,700)</b>	<b>(1,16,779)</b>	<b>(35,50,165)</b>	<b>(37,38,213)</b>

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		FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	
(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	1,39,588	1,63,539	7,376	1,70,915	10,94,846	-	10,94,846	31,389	6,835	97,770	10,009	1,74,134	9,98,489	12,114	2,38,504	26,64,090	29,74,593
Add : Re-insurance Accepted	1,42,233	9,156	4,288	13,444	-	-	-	-	127	27,824	1,17,907	313	16,089	-	2,868	1,65,128	3,20,805
Less : Commission on Re-insurance Ceded	3,77,034	27,399	(7,347)	20,052	10,48,866	5,26,538	15,75,404	2,914	8,172	3,51,557	11,431	3,15,466	22,58,297	33,615	6,32,341	51,89,197	55,86,283
<b>Net Commission</b>	<b>(95,213)</b>	<b>1,45,296</b>	<b>19,011</b>	<b>1,64,307</b>	<b>45,980</b>	<b>(5,26,538)</b>	<b>(4,80,558)</b>	<b>28,475</b>	<b>(1,210)</b>	<b>(2,25,963)</b>	<b>1,16,485</b>	<b>(1,41,019)</b>	<b>(12,43,719)</b>	<b>(21,501)</b>	<b>(3,90,969)</b>	<b>(23,59,979)</b>	<b>(22,90,885)</b>

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

	FY 2014-15	FY 2013-14
	(₹ '000)	(₹ '000)
Agents	7,54,503	7,78,918
Brokers	12,26,942	14,78,108
Corporate Agency	10,06,086	7,17,567
Referral	-	-
<b>TOTAL</b>	<b>29,87,531</b>	<b>29,74,593</b>