

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	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	
	(₹ '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	337,634	-	337,634	8,598	2,943	24,605	1,960	76,053	266,049	5,644	60,871	784,357	864,741
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	110,315	10,202	5,484	15,686	500,422	11,338	511,760	708	(80)	79,924	2,375	122,181	803,258	10,246	148,948	1,679,320	1,805,321
Net Commission	(56,549)	30,158	586	30,744	(162,764)	(11,338)	(174,102)	7,890	3,023	(47,422)	22,674	(46,128)	(532,548)	(4,602)	(82,885)	(854,100)	(879,905)

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		For Q3 2014-15	For Q3 2014-15	For Q3 2014-15	For Q3 2014-15	For Q3 2014-15	For Q3 2014-15	For Q3 2014-15	For Q3 2014-15	For Q3 2014-15	For Q3 2014-15	For Q3 2014-15	For Q3 2014-15	For Q3 2014-15	For Q3 2014-15	For Q3 2014-15	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	35,651	34,391	911	35,302	269,062	-	269,062	7,614	4,446	20,908	1,836	60,600	245,442	4,712	56,319	670,939	741,892
Add : Re-insurance Accepted	53,109	1,868	4,566	6,434	-	-	-	-	609	6,606	25,105	-	3,638	-	3,369	39,327	98,870
Less : Commission on Re-insurance Ceded	154,073	4,951	57,704	62,655	623,510	8,726	632,236	3,692	4,377	102,143	(1,463)	108,097	746,585	13,490	124,486	1,733,643	1,950,371
Net Commission	(65,313)	31,308	(52,227)	(20,919)	(354,448)	(8,726)	(363,174)	3,922	678	(74,629)	28,404	(47,497)	(497,505)	(8,778)	(64,798)	(1,023,377)	(1,109,609)

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

	For Q3 2015-16	For Q3 2014-15
	(₹ '000)	(₹ '000)
Agents	215,388	185,781
Brokers	387,226	296,262
Corporate Agency	262,127	259,849
Referral	-	-
TOTAL	864,741	741,892

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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	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
(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	
Commission paid																		
Direct	162,911	155,991	10,485	166,476	871,858	-	871,858	27,822	9,334	81,039	5,663	211,100	830,303	20,533	211,164	2,268,816	2,598,203	
Add : Re-insurance Accepted	64,378	19,147	15,921	35,068	24	-	24	-	401	39,770	60,371	57	15,813	-	11,183	127,619	227,065	
Less : Commission on Re-insurance Ceded	630,381	15,595	11,638	27,233	1,317,542	30,302	1,347,844	2,370	2,050	234,427	6,270	338,717	2,223,711	39,057	450,080	4,644,526	5,302,140	
Net Commission	(403,092)	159,543	14,768	174,311	(445,660)	(30,302)	(475,962)	25,452	7,685	(113,618)	59,764	(127,560)	(1,377,595)	(18,524)	(227,733)	(2,248,091)	(2,476,872)	

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		Upto 9M 2014-15	Upto 9M 2014-15	Upto 9M 2014-15	Upto 9M 2014-15	Upto 9M 2014-15	Upto 9M 2014-15	Upto 9M 2014-15	Upto 9M 2014-15	Upto 9M 2014-15	Upto 9M 2014-15	Upto 9M 2014-15	Upto 9M 2014-15	Upto 9M 2014-15	Upto 9M 2014-15	Upto 9M 2014-15		Upto 9M 2014-15
(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	
Commission paid																		
Direct	127,207	123,983	4,297	128,280	733,260	-	733,260	24,324	8,906	66,818	7,382	171,955	772,152	13,134	188,355	1,986,286	2,241,773	
Add : Re-insurance Accepted	101,048	21,008	11,888	32,896	-	-	-	-	589	32,756	74,552	41	12,596	-	5,011	125,545	259,489	
Less : Commission on Re-insurance Ceded	474,524	22,830	65,652	88,482	1,699,916	38,354	1,738,270	5,152	8,011	237,025	3,807	320,669	1,987,837	31,666	330,048	4,662,485	5,225,491	
Net Commission	(246,269)	122,161	(49,467)	72,694	(966,656)	(38,354)	(1,005,010)	19,172	1,484	(137,451)	78,127	(148,673)	(1,203,089)	(18,532)	(136,682)	(2,550,654)	(2,724,229)	

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

	9M 2015-16	9M 2014-15
	(₹ '000)	(₹ '000)
Agents	622,403	549,257
Brokers	1,224,520	960,763
Corporate Agency	751,280	731,753
Referral	-	-
TOTAL	2,598,203	2,241,773