

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	Others	Total Miscellaneous	
		For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	21,975	36,536	133	36,669	260,589	-	260,589	5,908	1,654	27,214	2,801	40,466	242,754	2,603	62,583	646,572	705,216
Add : Re-insurance Accepted	23,902	3,468	555	4,023	81	-	81	-	-	3,522	12,710	-	9,173	-	4	25,490	53,415
Less : Commission on Re-insurance Ceded	11,187	8,299	7,949	16,248	283,189	142,390	425,579	1,108	2,313	83,036	2,839	74,449	536,364	6,559	183,872	1,316,119	1,343,554
Net Commission	34,690	31,705	(7,261)	24,444	(22,519)	(142,390)	(164,909)	4,800	(659)	(52,300)	12,672	(33,983)	(284,437)	(3,956)	(121,285)	(644,057)	(584,923)

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		For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	7,483	14,447	441	14,888	178,405	-	178,405	4,854	808	16,009	1,688	33,280	173,820	1,684	45,144	455,692	478,063
Add : Re-insurance Accepted	59,310	3,947	1,037	4,984	64	(64)	-	14	-	3,557	19,147	7	12,739	-	129	35,593	99,887
Less : Commission on Re-insurance Ceded	33,756	30,442	1,522	31,964	66,726	7	66,733	447	5,684	67,876	3,785	64,534	273,413	6,338	254,896	743,706	809,426
Net Commission	33,037	(12,048)	(44)	(12,092)	111,743	(71)	111,672	4,421	(4,876)	(48,310)	17,050	(31,247)	(86,854)	(4,654)	(209,623)	(252,421)	(231,476)

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

	For Q4 2012-13	For Q4 2011-12
	(₹ '000)	(₹ '000)
Agents	206,283	184,985
Brokers	305,358	142,519
Corporate Agency	193,575	150,559
Referral	-	-
TOTAL	705,216	478,063

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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	Others	Total Miscellaneous	
		FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	109,540	131,675	4,080	135,755	896,174	-	896,174	27,282	5,735	86,272	7,424	145,111	855,026	9,090	214,200	2,246,314	2,491,609
Add : Re-insurance Accepted	132,940	6,742	2,395	9,137	81	1	82	-	192	16,425	90,748	286	23,887	-	517	132,137	274,214
Less : Commission on Re-insurance Ceded	206,097	54,857	33,864	88,721	1,002,465	477,075	1,479,540	5,137	9,027	346,730	22,439	226,763	1,620,675	22,279	569,597	4,302,187	4,597,005
Net Commission	36,383	83,560	(27,389)	56,171	(106,210)	(477,074)	(583,284)	22,145	(3,100)	(244,033)	75,733	(81,366)	(741,762)	(13,189)	(354,880)	(1,923,736)	(1,831,182)

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		FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	74,148	88,102	5,426	93,528	584,202	-	584,202	22,940	5,880	93,489	7,959	113,684	691,522	9,328	208,190	1,737,194	1,904,870
Add : Re-insurance Accepted	216,939	6,549	1,598	8,147	64	-	64	14	32	16,379	54,217	100	14,090	-	1,795	86,691	311,777
Less : Commission on Re-insurance Ceded	231,882	145,132	15,647	160,779	227,423	(2,972)	224,451	4,181	9,708	343,096	26,411	199,485	966,200	18,176	645,816	2,437,524	2,830,185
Net Commission	59,205	(50,481)	(8,623)	(59,104)	356,843	2,972	359,815	18,773	(3,796)	(233,228)	35,765	(85,701)	(260,588)	(8,848)	(435,831)	(613,639)	(613,538)

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

	FY 2012-13	FY 2011-12
	(₹ '000)	(₹ '000)
Agents	743,854	597,672
Brokers	1,093,487	662,384
Corporate Agency	654,268	644,814
Referral	-	-
TOTAL	2,491,609	1,904,870