

**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 Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	26,709	29,700	1,640	31,340	260,335	-	260,335	8,015	1,404	18,537	1,593	38,544	207,898	2,213	47,815	586,354	644,403
Add : Re-insurance Accepted	41,949	549	140	689	-	-	-	-	-	4,569	27,388	6	1,600	-	11	33,574	76,212
Less : Commission on Re-insurance Ceded	45,613	6,871	9,808	16,679	279,224	193,112	472,336	1,489	1,290	84,176	1,917	59,040	444,214	4,041	95,373	1,163,876	1,226,168
<b>Net Commission</b>	<b>23,045</b>	<b>23,378</b>	<b>(8,028)</b>	<b>15,350</b>	<b>(18,889)</b>	<b>(193,112)</b>	<b>(212,001)</b>	<b>6,526</b>	<b>114</b>	<b>(61,070)</b>	<b>27,064</b>	<b>(20,490)</b>	<b>(234,716)</b>	<b>(1,828)</b>	<b>(47,547)</b>	<b>(543,948)</b>	<b>(505,553)</b>

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		For Q3 2011-12	For Q3 2011-12	For Q3 2011-12	For Q3 2011-12	For Q3 2011-12	For Q3 2011-12	For Q3 2011-12	For Q3 2011-12	For Q3 2011-12	For Q3 2011-12	For Q3 2011-12	For Q3 2011-12	For Q3 2011-12	For Q3 2011-12	For Q3 2011-12	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	18,257	15,530	1,805	17,335	138,201	-	138,201	6,526	1,332	20,010	1,631	28,800	154,909	2,260	43,137	396,806	432,398
Add : Re-insurance Accepted	57,620	479	103	582	-	(101)	(101)	-	29	3,139	17,720	75	(328)	-	910	21,444	79,646
Less : Commission on Re-insurance Ceded	23,114	28,474	3,350	31,824	31,732	4	31,736	1,682	988	72,722	3,755	51,286	259,321	5,629	135,267	562,386	617,324
<b>Net Commission</b>	<b>52,763</b>	<b>(12,465)</b>	<b>(1,442)</b>	<b>(13,907)</b>	<b>106,469</b>	<b>(105)</b>	<b>106,364</b>	<b>4,844</b>	<b>373</b>	<b>(49,573)</b>	<b>15,596</b>	<b>(22,411)</b>	<b>(104,740)</b>	<b>(3,369)</b>	<b>(91,220)</b>	<b>(144,136)</b>	<b>(105,280)</b>

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

	For Q3 2012-13	For Q3 2011-12
	(₹ '000)	(₹ '000)
Agents	180,498	145,364
Brokers	290,531	141,232
Corporate Agency	173,374	145,802
Referral	-	-
<b>TOTAL</b>	<b>644,403</b>	<b>432,398</b>

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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		
		Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13		Upto 9M 2012-13
(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	
Commission paid																		
Direct	87,565	95,139	3,947	99,086	635,585	-	635,585	21,374	4,081	59,058	4,623	104,645	612,272	6,487	151,617	1,599,742	1,786,393	
Add : Re-insurance Accepted	109,038	3,274	1,840	5,114	-	1	1	-	192	12,903	78,038	286	14,714	-	513	106,647	220,799	
Less : Commission on Re-insurance Ceded	194,910	46,558	25,915	72,473	719,276	334,685	1,053,961	4,029	6,714	263,694	19,600	152,314	1,084,311	15,720	385,725	2,986,068	3,253,451	
<b>Net Commission</b>	<b>1,693</b>	<b>51,855</b>	<b>(20,128)</b>	<b>31,727</b>	<b>(83,691)</b>	<b>(334,684)</b>	<b>(418,375)</b>	<b>17,345</b>	<b>(2,441)</b>	<b>(191,733)</b>	<b>63,061</b>	<b>(47,383)</b>	<b>(457,325)</b>	<b>(9,233)</b>	<b>(233,595)</b>	<b>(1,279,679)</b>	<b>(1,246,259)</b>	

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		Upto 9M 2011-12	Upto 9M 2011-12	Upto 9M 2011-12	Upto 9M 2011-12	Upto 9M 2011-12	Upto 9M 2011-12	Upto 9M 2011-12	Upto 9M 2011-12	Upto 9M 2011-12	Upto 9M 2011-12	Upto 9M 2011-12	Upto 9M 2011-12	Upto 9M 2011-12	Upto 9M 2011-12	Upto 9M 2011-12		Upto 9M 2011-12
(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	
Commission paid																		
Direct	66,665	73,655	4,985	78,640	405,797	-	405,797	18,086	5,072	77,480	6,271	80,404	517,702	7,644	163,046	1,281,502	1,426,807	
Add : Re-insurance Accepted	157,629	2,602	561	3,163	-	64	64	-	32	12,822	35,070	93	1,351	-	1,666	51,098	211,890	
Less : Commission on Re-insurance Ceded	198,126	114,690	14,125	128,815	160,697	(2,979)	157,718	3,734	4,024	275,220	22,626	134,951	692,787	11,838	390,920	1,693,818	2,020,759	
<b>Net Commission</b>	<b>26,168</b>	<b>(38,433)</b>	<b>(8,579)</b>	<b>(47,012)</b>	<b>245,100</b>	<b>3,043</b>	<b>248,143</b>	<b>14,352</b>	<b>1,080</b>	<b>(184,918)</b>	<b>18,715</b>	<b>(54,454)</b>	<b>(173,734)</b>	<b>(4,194)</b>	<b>(226,208)</b>	<b>(361,218)</b>	<b>(382,062)</b>	

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

	Upto 9M 2012-13	Upto 9M 2011-12
	(₹ '000)	(₹ '000)
Agents	537,571	412,687
Brokers	788,129	519,865
Corporate Agency	460,693	494,255
Referral	-	-
<b>TOTAL</b>	<b>1,786,393</b>	<b>1,426,807</b>