

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 Q2 2013-14	For Q2 2013-14	For Q2 2013-14	For Q2 2013-14	For Q2 2013-14	For Q2 2013-14	For Q2 2013-14	For Q2 2013-14	For Q2 2013-14	For Q2 2013-14	For Q2 2013-14	For Q2 2013-14	For Q2 2013-14	For Q2 2013-14	For Q2 2013-14	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	22,255	35,601	2,944	38,545	261,296	-	261,296	8,028	2,388	20,400	1,822	42,113	225,315	3,325	63,438	628,125	688,925
Add : Re-insurance Accepted	37,057	1,290	1,040	2,330	-	-	-	-	(1)	5,648	21,950	26	(45,307)	-	69	(17,615)	21,772
Less : Commission on Re-insurance Ceded	81,991	4,827	8,250	13,077	295,019	155,150	450,169	756	2,915	77,259	3,487	62,605	534,919	9,359	232,064	1,373,533	1,468,601
Net Commission	(22,679)	32,064	(4,266)	27,798	(33,723)	(155,150)	(188,873)	7,272	(528)	(51,211)	20,285	(20,466)	(354,911)	(6,034)	(168,557)	(763,023)	(757,904)

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		For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	19,023	29,646	1,670	31,316	197,133	-	197,133	6,313	1,136	21,363	1,373	33,979	206,767	1,964	51,979	522,007	572,346
Add : Re-insurance Accepted	32,729	1,469	241	1,710	-	-	-	-	192	3,149	28,033	244	568	-	116	32,302	66,741
Less : Commission on Re-insurance Ceded	44,675	10,997	4,525	15,522	226,601	77,383	303,984	1,237	3,727	82,312	9,186	52,212	369,181	5,463	255,073	1,082,375	1,142,572
Net Commission	7,077	20,118	(2,614)	17,504	(29,468)	(77,383)	(106,851)	5,076	(2,399)	(57,800)	20,220	(17,989)	(161,846)	(3,499)	(202,978)	(528,066)	(503,485)

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

	For Q2 2013-14	For Q2 2012-13
	(₹ '000)	(₹ '000)
Agents	189,538	173,093
Brokers	337,063	237,220
Corporate Agency	162,324	162,033
Referral	-	-
TOTAL	688,925	572,346

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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 H1 2013-14	Upto H1 2013-14	Upto H1 2013-14	Upto H1 2013-14	Upto H1 2013-14	Upto H1 2013-14	Upto H1 2013-14	Upto H1 2013-14	Upto H1 2013-14	Upto H1 2013-14	Upto H1 2013-14	Upto H1 2013-14	Upto H1 2013-14	Upto H1 2013-14	Upto H1 2013-14	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	81,883	103,119	4,762	107,881	533,851	-	533,851	16,006	3,870	47,591	6,173	80,840	472,499	6,319	120,557	1,287,706	1,477,470
Add : Re-insurance Accepted	69,097	3,585	2,048	5,633	-	-	-	-	-	9,562	63,477	308	10,920	-	383	84,650	159,380
Less : Commission on Re-insurance Ceded	261,268	13,774	14,264	28,038	609,432	309,603	919,035	1,590	5,691	176,544	6,115	116,814	1,062,805	17,954	304,398	2,610,946	2,900,252
Net Commission	(110,288)	92,930	(7,454)	85,476	(75,581)	(309,603)	(385,184)	14,416	(1,821)	(119,391)	63,535	(35,666)	(579,386)	(11,635)	(183,458)	(1,238,590)	(1,263,402)

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		Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	60,856	65,439	2,307	67,746	375,250	-	375,250	13,359	2,677	40,521	3,030	66,101	404,374	4,274	103,802	1,013,388	1,141,990
Add : Re-insurance Accepted	67,089	2,725	1,700	4,425	1	-	1	-	192	8,334	50,650	280	13,114	-	502	73,073	144,587
Less : Commission on Re-insurance Ceded	149,297	39,687	16,107	55,794	440,052	141,573	581,625	2,540	5,424	179,518	17,683	93,274	640,097	11,679	290,352	1,822,192	2,027,283
Net Commission	(21,352)	28,477	(12,100)	16,377	(64,801)	(141,573)	(206,374)	10,819	(2,555)	(130,663)	35,997	(26,893)	(222,609)	(7,405)	(186,048)	(735,731)	(740,706)

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

	H1 2013-14	H1 2012-13
	(₹ '000)	(₹ '000)
Agents	393,538	357,073
Brokers	765,879	497,598
Corporate Agency	318,053	287,319
Referral	-	-
TOTAL	1,477,470	1,141,990