

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 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	17,779	21,565	1,631	23,196	91,433	-	91,433	6,352	1,862	24,651	2,647	26,627	177,628	1,711	63,872	396,783	437,758
Add : Re-insurance Accepted	52,037	1,572	221	1,793	-	165	165	-	3	5,942	7,980	-	1,032	-	753	15,875	69,705
Less : Commission on Re-insurance Ceded	57,596	29,003	4,884	33,887	63,707	7	63,714	1,093	1,023	92,830	11,436	44,648	227,448	106	192,946	635,244	726,727
<b>Net Commission</b>	<b>12,220</b>	<b>(5,866)</b>	<b>(3,032)</b>	<b>(8,898)</b>	<b>27,726</b>	<b>158</b>	<b>27,884</b>	<b>5,259</b>	<b>842</b>	<b>(62,237)</b>	<b>(809)</b>	<b>(18,021)</b>	<b>(48,788)</b>	<b>1,605</b>	<b>(128,321)</b>	<b>(222,586)</b>	<b>(219,264)</b>

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		For Q2 2010-11	For Q2 2010-11	For Q2 2010-11	For Q2 2010-11	For Q2 2010-11	For Q2 2010-11	For Q2 2010-11	For Q2 2010-11	For Q2 2010-11	For Q2 2010-11	For Q2 2010-11	For Q2 2010-11	For Q2 2010-11	For Q2 2010-11	For Q2 2010-11	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	20,344	20,269	1,143	21,412	155,976	-	155,976	4,190	1,782	15,105	(8,717)	23,498	128,305	3,251	12,278	335,668	377,424
Add : Re-insurance Accepted	47,065	717	538	1,255	-	-	-	-	-	3,780	3,173	-	-	-	41	6,994	55,314
Less : Commission on Re-insurance Ceded	73,980	31,279	7,531	38,810	62,854	24	62,878	727	183	67,464	1,394	30,653	186,150	(17,061)	274,553	606,942	719,732
<b>Net Commission</b>	<b>(6,571)</b>	<b>(10,293)</b>	<b>(5,850)</b>	<b>(16,143)</b>	<b>93,122</b>	<b>(24)</b>	<b>93,098</b>	<b>3,463</b>	<b>1,599</b>	<b>(48,579)</b>	<b>(6,938)</b>	<b>(7,155)</b>	<b>(57,845)</b>	<b>20,312</b>	<b>(262,234)</b>	<b>(264,280)</b>	<b>(286,994)</b>

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

	For Q2 2011-12	For Q2 2010-11
	(₹ '000)	(₹ '000)
Agents	129,001	105,821
Brokers	168,117	137,384
Corporate Agency	140,640	153,054
Referral	-	(18,835)
<b>TOTAL</b>	<b>437,758</b>	<b>377,424</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 H1 2011-12	Upto H1 2011-12	Upto H1 2011-12	Upto H1 2011-12	Upto H1 2011-12	Upto H1 2011-12	Upto H1 2011-12	Upto H1 2011-12	Upto H1 2011-12	Upto H1 2011-12	Upto H1 2011-12	Upto H1 2011-12	Upto H1 2011-12	Upto H1 2011-12	Upto H1 2011-12	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	48,408	58,125	3,180	61,305	267,596	-	267,596	11,560	3,740	57,470	4,640	51,604	362,793	5,384	119,909	884,696	994,409
Add : Re-insurance Accepted	100,009	2,123	458	2,581	-	165	165	-	3	9,683	17,350	18	1,679	-	756	29,654	132,244
Less : Commission on Re-insurance Ceded	175,012	86,216	10,775	96,991	128,965	(2,983)	125,982	2,052	3,036	202,498	18,871	83,665	433,466	6,209	255,653	1,131,432	1,403,435
<b>Net Commission</b>	<b>(26,595)</b>	<b>(25,968)</b>	<b>(7,137)</b>	<b>(33,105)</b>	<b>138,631</b>	<b>3,148</b>	<b>141,779</b>	<b>9,508</b>	<b>707</b>	<b>(135,345)</b>	<b>3,119</b>	<b>(32,043)</b>	<b>(68,994)</b>	<b>(825)</b>	<b>(134,988)</b>	<b>(217,082)</b>	<b>(276,782)</b>

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		Upto H1 2010-11	Upto H1 2010-11	Upto H1 2010-11	Upto H1 2010-11	Upto H1 2010-11	Upto H1 2010-11	Upto H1 2010-11	Upto H1 2010-11	Upto H1 2010-11	Upto H1 2010-11	Upto H1 2010-11	Upto H1 2010-11	Upto H1 2010-11	Upto H1 2010-11	Upto H1 2010-11	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	62,472	52,126	5,702	57,828	396,140	-	396,140	7,372	3,768	45,964	10,633	42,953	338,298	5,697	72,587	923,412	1,043,712
Add : Re-insurance Accepted	108,667	1,238	2,982	4,220	-	-	-	-	10	9,065	7,271	-	-	-	41	16,387	129,274
Less : Commission on Re-insurance Ceded	195,285	77,913	20,950	98,863	102,572	3,137	105,709	1,353	2,099	174,910	5,036	56,257	320,662	(11,926)	310,734	964,834	1,258,982
<b>Net Commission</b>	<b>(24,146)</b>	<b>(24,549)</b>	<b>(12,266)</b>	<b>(36,815)</b>	<b>293,568</b>	<b>(3,137)</b>	<b>290,431</b>	<b>6,019</b>	<b>1,679</b>	<b>(119,881)</b>	<b>12,868</b>	<b>(13,304)</b>	<b>17,636</b>	<b>17,623</b>	<b>(238,106)</b>	<b>(25,035)</b>	<b>(85,996)</b>

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

	Upto H1 2011-12	Upto H1 2010-11
	(₹ '000)	(₹ '000)
Agents	267,323	214,978
Brokers	378,633	359,052
Corporate Agency	348,453	378,952
Referral	-	90,730
<b>TOTAL</b>	<b>994,409</b>	<b>1,043,712</b>