

PERIODIC DISCLOSURES

FORM NL-6-COMMISSION SCHEDULE  
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	Others	Total Miscellaneous		
		For Q1 2010-11	For Q1 2010-11	For Q1 2010-11	For Q1 2010-11	For Q1 2010-11	For Q1 2010-11	For Q1 2010-11	For Q1 2010-11	For Q1 2010-11	For Q1 2010-11	For Q1 2010-11	For Q1 2010-11	For Q1 2010-11	For Q1 2010-11		For Q1 2010-11
	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)
Commission paid																	
Direct	42,128	31,857	4,559	36,416	240,164	-	240,164	3,182	1,986	30,859	19,350	19,455	209,993	62,755	587,744	666,288	
Add : Re-insurance Accepted	61,602	521	2,444	2,965	-	-	-	-	10	5,286	4,098	-	-	-	9,394	73,961	
Less : Commission on Re-insurance Ceded	121,305	46,634	13,419	60,053	39,718	3,113	42,831	626	1,916	107,446	3,642	25,604	134,512	41,316	357,893	539,251	
<b>Net Commission</b>	<b>(17,575)</b>	<b>(14,256)</b>	<b>(6,416)</b>	<b>(20,672)</b>	<b>200,446</b>	<b>(3,113)</b>	<b>197,333</b>	<b>2,556</b>	<b>80</b>	<b>(71,301)</b>	<b>19,806</b>	<b>(6,149)</b>	<b>75,481</b>	<b>21,439</b>	<b>239,245</b>	<b>200,998</b>	

FORM NL-6-COMMISSION SCHEDULE  
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	Others	Total Miscellaneous		
		For Q1 2009-10	For Q1 2009-10	For Q1 2009-10	For Q1 2009-10	For Q1 2009-10	For Q1 2009-10	For Q1 2009-10	For Q1 2009-10	For Q1 2009-10	For Q1 2009-10	For Q1 2009-10	For Q1 2009-10	For Q1 2009-10	For Q1 2009-10		For Q1 2009-10
	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)
Commission paid																	
Direct	24,869	13,251	3,357	16,608	196,227	-	196,227	1,931	1,571	18,137	2,774	20,480	102,286	60,664	404,070	445,547	
Add : Re-insurance Accepted	53,824	(457)	(443)	(900)	-	73,112	73,112	(14)	-	2,455	3,912	-	-	105	79,570	132,494	
Less : Commission on Re-insurance Ceded	155,438	45,709	11,709	57,418	52,021	67,599	119,620	866	784	111,533	2,980	21,108	66,565	45,138	368,594	581,450	
<b>Net Commission</b>	<b>(76,745)</b>	<b>(32,915)</b>	<b>(8,795)</b>	<b>(41,710)</b>	<b>144,206</b>	<b>5,513</b>	<b>149,719</b>	<b>1,051</b>	<b>787</b>	<b>(90,941)</b>	<b>3,706</b>	<b>(628)</b>	<b>35,721</b>	<b>15,631</b>	<b>115,046</b>	<b>(3,409)</b>	

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

	For Q1 2010-11	For Q1 2009-10
	(Rs.'000)	(Rs.'000)
Agents	109,157	82,234
Brokers	221,668	100,401
Corporate Agency	225,898	162,488
Referral	109,565	100,424
<b>TOTAL</b>	<b>666,288</b>	<b>445,547</b>

PERIODIC DISCLOSURES

FORM NL-6-COMMISSION SCHEDULE  
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	Others	Total Miscellaneous	
		Upto Q1 2010-11	Upto Q1 2010-11	Upto Q1 2010-11	Upto Q1 2010-11	Upto Q1 2010-11	Upto Q1 2010-11	Upto Q1 2010-11	Upto Q1 2010-11	Upto Q1 2010-11	Upto Q1 2010-11	Upto Q1 2010-11	Upto Q1 2010-11	Upto Q1 2010-11	Upto Q1 2010-11	
	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)
Commission paid																
Direct	42,128	31,857	4,559	36,416	240,164	-	240,164	3,182	1,986	30,859	19,350	19,455	209,993	62,755	587,744	666,288
Add : Re-insurance Accepted	61,602	521	2,444	2,965	-	-	-	-	10	5,286	4,098	-	-	-	9,394	73,961
Less : Commission on Re-insurance Ceded	121,305	46,634	13,419	60,053	39,718	3,113	42,831	626	1,916	107,446	3,642	25,604	134,512	41,316	357,893	539,251
<b>Net Commission</b>	<b>(17,575)</b>	<b>(14,256)</b>	<b>(6,416)</b>	<b>(20,672)</b>	<b>200,446</b>	<b>(3,113)</b>	<b>197,333</b>	<b>2,556</b>	<b>80</b>	<b>(71,301)</b>	<b>19,806</b>	<b>(6,149)</b>	<b>75,481</b>	<b>21,439</b>	<b>239,245</b>	<b>200,998</b>

FORM NL-6-COMMISSION SCHEDULE  
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	Others	Total Miscellaneous	
		Upto Q1 2009-10	Upto Q1 2009-10	Upto Q1 2009-10	Upto Q1 2009-10	Upto Q1 2009-10	Upto Q1 2009-10	Upto Q1 2009-10	Upto Q1 2009-10	Upto Q1 2009-10	Upto Q1 2009-10	Upto Q1 2009-10	Upto Q1 2009-10	Upto Q1 2009-10	Upto Q1 2009-10	
	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)	(Rs.'000)
Commission paid																
Direct	24,869	13,251	3,357	16,608	196,227	-	196,227	1,931	1,571	18,137	2,774	20,480	102,286	60,664	404,070	445,547
Add : Re-insurance Accepted	53,824	(457)	(443)	(900)	-	73,112	73,112	(14)	-	2,455	3,912	-	-	105	79,570	132,494
Less : Commission on Re-insurance Ceded	155,438	45,709	11,709	57,418	52,021	67,599	119,620	866	784	111,533	2,980	21,108	66,565	45,138	368,594	581,450
<b>Net Commission</b>	<b>(76,745)</b>	<b>(32,915)</b>	<b>(8,795)</b>	<b>(41,710)</b>	<b>144,206</b>	<b>5,513</b>	<b>149,719</b>	<b>1,051</b>	<b>787</b>	<b>(90,941)</b>	<b>3,706</b>	<b>(628)</b>	<b>35,721</b>	<b>15,631</b>	<b>115,046</b>	<b>(3,409)</b>

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

	Upto Q1 2010-11	Upto Q1 2009-10
	(Rs.'000)	(Rs.'000)
Agents	109,157	82,234
Brokers	221,668	100,401
Corporate Agency	225,898	162,488
Referral	109,565	100,424
<b>TOTAL</b>	<b>666,288</b>	<b>445,547</b>