

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 Q1 2011-12	For Q1 2011-12	For Q1 2011-12	For Q1 2011-12	For Q1 2011-12	For Q1 2011-12	For Q1 2011-12	For Q1 2011-12	For Q1 2011-12	For Q1 2011-12	For Q1 2011-12	For Q1 2011-12	For Q1 2011-12	For Q1 2011-12	For Q1 2011-12	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	30,629	36,560	1,549	38,109	176,163	-	176,163	5,208	1,878	32,819	1,993	24,977	185,165	3,673	56,037	487,913	556,651
Add : Re-insurance Accepted	47,972	551	237	788	-	-	-	-	-	3,741	9,370	18	647	-	3	13,779	62,539
Less : Commission on Re-insurance Ceded	117,416	57,213	5,891	63,104	65,258	(2,990)	62,268	959	2,013	109,668	7,435	39,017	206,018	6,103	62,707	496,188	676,708
<b>Net Commission</b>	<b>(38,815)</b>	<b>(20,102)</b>	<b>(4,105)</b>	<b>(24,207)</b>	<b>110,905</b>	<b>2,990</b>	<b>113,895</b>	<b>4,249</b>	<b>(135)</b>	<b>(73,108)</b>	<b>3,928</b>	<b>(14,022)</b>	<b>(20,206)</b>	<b>(2,430)</b>	<b>(6,667)</b>	<b>5,504</b>	<b>(57,518)</b>

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		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	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '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	2,446	60,309	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	5,135	36,181	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>(2,689)</b>	<b>24,128</b>	<b>239,245</b>	<b>200,998</b>

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

	For Q1 2011-12	For Q1 2010-11
	(₹ '000)	(₹ '000)
Agents	138,322	109,157
Brokers	210,516	221,668
Corporate Agency	207,813	225,898
Referral	-	109,565
<b>TOTAL</b>	<b>556,651</b>	<b>666,288</b>

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		Upto Q1 2011-12	Upto Q1 2011-12	Upto Q1 2011-12	Upto Q1 2011-12	Upto Q1 2011-12	Upto Q1 2011-12	Upto Q1 2011-12	Upto Q1 2011-12	Upto Q1 2011-12	Upto Q1 2011-12	Upto Q1 2011-12	Upto Q1 2011-12	Upto Q1 2011-12	Upto Q1 2011-12	Upto Q1 2011-12	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
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		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	Upto Q1 2010-11	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
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