

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 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
Net Commission	52,763	(12,465)	(1,442)	(13,907)	106,469	(105)	106,364	4,844	373	(49,573)	15,596	(22,411)	(104,740)	(3,369)	(91,220)	(144,136)	(105,280)

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		For Q3 2010-11	For Q3 2010-11	For Q3 2010-11	For Q3 2010-11	For Q3 2010-11	For Q3 2010-11	For Q3 2010-11	For Q3 2010-11	For Q3 2010-11	For Q3 2010-11	For Q3 2010-11	For Q3 2010-11	For Q3 2010-11	For Q3 2010-11	For Q3 2010-11	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	10,070	18,302	1,159	19,461	179,155	-	179,155	5,197	1,004	15,662	2,167	25,167	156,543	2,219	40,658	427,772	457,303
Add : Re-insurance Accepted	33,885	61	2,010	2,071	-	-	-	-	-	828	8,020	-	-	-	30	8,878	44,834
Less : Commission on Re-insurance Ceded	56,202	30,899	9,546	40,445	59,511	(111)	59,400	852	731	73,973	8,563	38,214	194,462	28,694	65,699	470,587	567,234
Net Commission	(12,247)	(12,536)	(6,377)	(18,913)	119,644	111	119,755	4,345	273	(57,483)	1,624	(13,047)	(37,919)	(26,475)	(25,011)	(33,937)	(65,097)

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

	For Q3 2011-12	For Q3 2010-11
	(₹ '000)	(₹ '000)
Agents	145,364	113,572
Brokers	141,232	111,666
Corporate Agency	145,802	232,065
Referral	-	-
TOTAL	432,398	457,303

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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	
		9M 2011-12	9M 2011-12	9M 2011-12	9M 2011-12	9M 2011-12	9M 2011-12	9M 2011-12	9M 2011-12	9M 2011-12	9M 2011-12	9M 2011-12	9M 2011-12	9M 2011-12	9M 2011-12	9M 2011-12	
	(₹ '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
Net Commission	26,168	(38,433)	(8,579)	(47,012)	245,100	3,043	248,143	14,352	1,080	(184,918)	18,715	(54,454)	(173,734)	(4,194)	(226,208)	(361,218)	(382,062)

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		9M 2010-11	9M 2010-11	9M 2010-11	9M 2010-11	9M 2010-11	9M 2010-11	9M 2010-11	9M 2010-11	9M 2010-11	9M 2010-11	9M 2010-11	9M 2010-11	9M 2010-11	9M 2010-11	9M 2010-11	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	72,542	70,428	6,861	77,289	575,295	-	575,295	12,569	4,772	61,626	12,800	68,120	494,841	7,916	113,245	1,351,184	1,501,015
Add : Re-insurance Accepted	142,552	1,299	4,992	6,291	-	-	-	-	10	9,894	15,291	-	-	-	71	25,266	174,109
Less : Commission on Re-insurance Ceded	251,487	108,812	30,496	139,308	162,083	3,026	165,109	2,205	2,830	248,883	13,599	94,471	515,124	16,768	376,433	1,435,422	1,826,217
Net Commission	(36,393)	(37,085)	(18,643)	(55,728)	413,212	(3,026)	410,186	10,364	1,952	(177,363)	14,492	(26,351)	(20,283)	(8,852)	(263,117)	(58,972)	(151,093)

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

	9M 2011-12	9M 2010-11
	(₹ '000)	(₹ '000)
Agents	412,687	328,550
Brokers	519,865	470,718
Corporate Agency	494,255	611,017
Referral	-	90,730
TOTAL	1,426,807	1,501,015