

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 2013-14	For Q3 2013-14	For Q3 2013-14	For Q3 2013-14	For Q3 2013-14	For Q3 2013-14	For Q3 2013-14	For Q3 2013-14	For Q3 2013-14	For Q3 2013-14	For Q3 2013-14	For Q3 2013-14	For Q3 2013-14	For Q3 2013-14	For Q3 2013-14	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	30,610	30,069	1,569	31,638	292,661	-	292,661	7,540	1,925	26,827	1,878	43,013	252,216	2,125	57,559	685,744	747,992
Add : Re-insurance Accepted	43,384	2,521	293	2,814	-	-	-	-	127	4,777	29,247	(1)	4,906	-	925	39,981	86,179
Less : Commission on Re-insurance Ceded	50,787	8,382	4,981	13,363	356,017	180,481	536,498	667	462	87,050	3,727	77,009	644,202	5,424	61,898	1,416,938	1,481,088
Net Commission	23,207	24,208	(3,119)	21,089	(63,356)	(180,481)	(243,837)	6,873	1,590	(55,446)	27,398	(33,997)	(387,080)	(3,299)	(3,414)	(691,213)	(646,917)

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		For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	For Q3 2012-13	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	26,709	29,700	1,640	31,340	260,335	-	260,335	8,015	1,404	18,537	1,593	38,544	207,898	2,213	47,815	586,354	644,403
Add : Re-insurance Accepted	41,949	549	140	689	(1)	1	-	-	-	4,569	27,388	6	1,600	-	11	33,574	76,212
Less : Commission on Re-insurance Ceded	45,613	6,871	9,808	16,679	279,224	193,112	472,336	1,489	1,290	84,176	1,917	59,040	444,214	4,041	95,373	1,163,876	1,226,168
Net Commission	23,045	23,378	(8,028)	15,350	(18,890)	(193,111)	(212,001)	6,526	114	(61,070)	27,064	(20,490)	(234,716)	(1,828)	(47,547)	(543,948)	(505,553)

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

	For Q3 2013-14	For Q3 2012-13
	(₹ '000)	(₹ '000)
Agents	193,503	180,498
Brokers	374,263	290,531
Corporate Agency	180,226	173,374
Referral	-	-
TOTAL	747,992	644,403

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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 9M 2013-14	Upto 9M 2013-14	Upto 9M 2013-14	Upto 9M 2013-14	Upto 9M 2013-14	Upto 9M 2013-14	Upto 9M 2013-14	Upto 9M 2013-14	Upto 9M 2013-14	Upto 9M 2013-14	Upto 9M 2013-14	Upto 9M 2013-14	Upto 9M 2013-14	Upto 9M 2013-14	Upto 9M 2013-14	
(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	
Commission paid																	
Direct	112,493	133,188	6,331	139,519	826,512	-	826,512	23,546	5,795	74,418	8,051	123,853	724,715	8,444	178,116	1,973,450	2,225,462
Add : Re-insurance Accepted	112,481	6,106	2,341	8,447	-	-	-	-	127	14,339	92,724	307	15,826	-	1,308	124,631	245,559
Less : Commission on Re-insurance Ceded	312,055	22,156	19,245	41,401	965,449	490,084	1,455,533	2,257	6,153	263,594	9,842	193,823	1,707,007	23,378	366,296	4,027,884	4,381,340
Net Commission	(87,081)	117,138	(10,573)	106,565	(138,937)	(490,084)	(629,021)	21,289	(231)	(174,837)	90,933	(69,663)	(966,466)	(14,934)	(186,872)	(1,929,803)	(1,910,319)

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		Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	Upto 9M 2012-13	
(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	
Commission paid																	
Direct	87,565	95,139	3,947	99,086	635,585	-	635,585	21,374	4,081	59,058	4,623	104,645	612,272	6,487	151,617	1,599,742	1,786,393
Add : Re-insurance Accepted	109,038	3,274	1,840	5,114	-	1	1	-	192	12,903	78,038	286	14,714	-	513	106,647	220,799
Less : Commission on Re-insurance Ceded	194,910	46,558	25,915	72,473	719,276	334,685	1,053,961	4,029	6,714	263,694	19,600	152,314	1,084,311	15,720	385,725	2,986,068	3,253,451
Net Commission	1,693	51,855	(20,128)	31,727	(83,691)	(334,684)	(418,375)	17,345	(2,441)	(191,733)	63,061	(47,383)	(457,325)	(9,233)	(233,595)	(1,279,679)	(1,246,259)

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

	Upto 9M 2013-14	Upto 9M 2012-13
	(₹ '000)	(₹ '000)
Agents	587,041	537,571
Brokers	1,140,142	788,129
Corporate Agency	498,279	460,693
Referral	-	-
TOTAL	2,225,462	1,786,393