

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	Others	Total Miscellaneous		
		For Q4 2010-11	For Q4 2010-11	For Q4 2010-11	For Q4 2010-11	For Q4 2010-11	For Q4 2010-11	For Q4 2010-11	For Q4 2010-11	For Q4 2010-11	For Q4 2010-11	For Q4 2010-11	For Q4 2010-11	For Q4 2010-11	For Q4 2010-11		For Q4 2010-11
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	15,293	16,940	785	17,725	160,192	-	160,192	4,952	962	16,427	2,014	14,814	171,633	66,340	437,334	470,352	
Add : Re-insurance Accepted	34,009	2,692	618	3,310	-	28,559	28,559	-	2	1,906	3,880	87	101	6	34,541	71,860	
Less : Commission on Re-insurance Ceded	(7,503)	40,626	6,861	47,487	65,963	44	66,007	832	6,436	58,885	7,790	36,225	226,285	491,682	894,142	934,126	
Net Commission	56,805	(20,994)	(5,458)	(26,452)	94,229	28,515	122,744	4,120	(5,472)	(40,552)	(1,896)	(21,324)	(54,551)	(425,336)	(422,267)	(391,914)	

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		For Q4 2009-10	For Q4 2009-10	For Q4 2009-10	For Q4 2009-10	For Q4 2009-10	For Q4 2009-10	For Q4 2009-10	For Q4 2009-10	For Q4 2009-10	For Q4 2009-10	For Q4 2009-10	For Q4 2009-10	For Q4 2009-10	For Q4 2009-10	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																
Direct	16,709	17,140	2,748	19,888	271,073	-	271,073	2,419	2,077	12,529	2,136	13,339	137,222	76,185	516,980	553,577
Add : Re-insurance Accepted	14,030	3,311	1,450	4,761	-	51,184	51,184	-	3	453	914	-	-	124	52,678	71,469
Less : Commission on Re-insurance Ceded	32,576	24,346	5,875	30,221	45,185	40,620	85,805	829	2,583	14,771	737	34,485	140,005	177,101	456,316	519,113
Net Commission	(1,837)	(3,895)	(1,677)	(5,572)	225,888	10,564	236,452	1,590	(503)	(1,789)	2,313	(21,146)	(2,783)	(100,792)	113,342	105,933

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

	For Q4 2010-11	For Q4 2009-10
	(₹ '000)	(₹ '000)
Agents	144,634	103,599
Brokers	122,456	104,677
Corporate Agency	203,322	230,853
Referral	(60)	114,448
TOTAL	470,352	553,577

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		Marine Cargo	Marine Others	Marine Total	Motor OD	Motor TP	Motor Total	Worksmens'	Public/Product	Engineering	Aviation	Personal Accident	Health Insurance	Others	Total	
		FY 2010-11	FY 2010-11	FY 2010-11	FY 2010-11	FY 2010-11	FY 2010-11	FY 2010-11	FY 2010-11	FY 2010-11	FY 2010-11	FY 2010-11	FY 2010-11	FY 2010-11	FY 2010-11	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																
Direct	87,835	87,368	7,646	95,014	735,487	-	735,487	17,521	5,734	78,053	14,814	82,934	666,474	187,501	1,788,518	1,971,367
Add : Re-insurance Accepted	176,561	3,991	5,610	9,601	-	28,559	28,559	-	12	11,800	19,171	87	101	77	59,807	245,969
Less : Commission on Re-insurance Ceded	243,984	149,438	37,357	186,795	228,046	3,070	231,116	3,037	9,266	307,768	21,389	130,696	741,409	884,883	2,329,564	2,760,343
Net Commission	20,412	(58,079)	(24,101)	(82,180)	507,441	25,489	532,930	14,484	(3,520)	(217,915)	12,596	(47,675)	(74,834)	(697,305)	(481,239)	(543,007)

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		FY 2009-10	FY 2009-10	FY 2009-10	FY 2009-10	FY 2009-10	FY 2009-10	FY 2009-10	FY 2009-10	FY 2009-10	FY 2009-10	FY 2009-10	FY 2009-10	FY 2009-10	FY 2009-10	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																
Direct	59,181	50,567	9,223	59,790	924,458	-	924,458	8,977	9,238	61,745	7,554	59,566	457,220	243,768	1,772,526	1,891,497
Add : Re-insurance Accepted	130,866	3,727	3,361	7,088	162	263,253	263,415	(14)	3	7,679	11,376	-	-	809	283,268	421,222
Less : Commission on Re-insurance Ceded	301,798	113,178	32,690	145,868	187,348	245,345	432,693	3,475	3,587	285,282	8,521	75,232	503,000	342,706	1,654,496	2,102,162
Net Commission	(111,751)	(58,884)	(20,106)	(78,990)	737,272	17,908	755,180	5,488	5,654	(215,858)	10,409	(15,666)	(45,780)	(98,129)	401,298	210,557

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

	FY 2010-11	FY 2009-10
	(₹ '000)	(₹ '000)
Agents	473,184	371,062
Brokers	593,174	380,666
Corporate Agency	814,339	748,860
Referral	90,670	390,909
TOTAL	1,971,367	1,891,497