

**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 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)
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	42,877	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	94,393	470,588	567,235
<b>Net Commission</b>	<b>(12,247)</b>	<b>(12,536)</b>	<b>(6,377)</b>	<b>(18,913)</b>	<b>119,644</b>	<b>111</b>	<b>119,755</b>	<b>4,345</b>	<b>273</b>	<b>(57,483)</b>	<b>1,624</b>	<b>(13,047)</b>	<b>(37,919)</b>	<b>(51,486)</b>	<b>(33,938)</b>	<b>(65,098)</b>

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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	Others	Total Miscellaneous	
		For Q3 2009-10	For Q3 2009-10	For Q3 2009-10	For Q3 2009-10	For Q3 2009-10	For Q3 2009-10	For Q3 2009-10	For Q3 2009-10	For Q3 2009-10	For Q3 2009-10	For Q3 2009-10	For Q3 2009-10	For Q3 2009-10	For Q3 2009-10	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																
Direct	11,064	9,504	1,998	11,502	250,555	-	250,555	2,677	844	18,328	1,414	10,360	107,628	53,226	445,032	467,598
Add : Re-insurance Accepted	31,161	202	2,354	2,556	54	65,845	65,899	-	-	1,714	4,035	-	-	578	72,226	105,943
Less : Commission on Re-insurance Ceded	39,683	23,383	11,707	35,090	45,983	74,298	120,281	921	(1,260)	52,149	2,756	9,504	192,892	52,655	429,898	504,671
<b>Net Commission</b>	<b>2,542</b>	<b>(13,677)</b>	<b>(7,355)</b>	<b>(21,032)</b>	<b>204,626</b>	<b>(8,453)</b>	<b>196,173</b>	<b>1,756</b>	<b>2,104</b>	<b>(32,107)</b>	<b>2,693</b>	<b>856</b>	<b>(85,264)</b>	<b>1,149</b>	<b>87,360</b>	<b>68,870</b>

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

	For Q3 2010-11	For Q3 2009-10
	(₹ '000)	(₹ '000)
Agents	113,573	92,101
Brokers	111,666	93,788
Corporate Agency	232,065	191,723
Referral	-	89,986
<b>TOTAL</b>	<b>457,304</b>	<b>467,598</b>

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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		
		Upto 9M 2010-11	Upto 9M 2010-11	Upto 9M 2010-11	Upto 9M 2010-11	Upto 9M 2010-11	Upto 9M 2010-11	Upto 9M 2010-11	Upto 9M 2010-11	Upto 9M 2010-11	Upto 9M 2010-11	Upto 9M 2010-11	Upto 9M 2010-11	Upto 9M 2010-11	Upto 9M 2010-11		Upto 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	121,161	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	393,201	1,435,422	1,826,217	
<b>Net Commission</b>	<b>(36,393)</b>	<b>(37,085)</b>	<b>(18,643)</b>	<b>(55,728)</b>	<b>413,212</b>	<b>(3,026)</b>	<b>410,186</b>	<b>10,364</b>	<b>1,952</b>	<b>(177,363)</b>	<b>14,492</b>	<b>(26,351)</b>	<b>(20,283)</b>	<b>(271,969)</b>	<b>(58,972)</b>	<b>(151,093)</b>	

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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	Others	Total Miscellaneous		
		Upto 9M 2009-10	Upto 9M 2009-10	Upto 9M 2009-10	Upto 9M 2009-10	Upto 9M 2009-10	Upto 9M 2009-10	Upto 9M 2009-10	Upto 9M 2009-10	Upto 9M 2009-10	Upto 9M 2009-10	Upto 9M 2009-10	Upto 9M 2009-10	Upto 9M 2009-10	Upto 9M 2009-10		Upto 9M 2009-10
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	42,472	33,427	6,475	39,902	653,385	-	653,385	6,558	7,161	49,216	5,418	46,227	319,998	167,583	1,255,546	1,337,920	
Add : Re-insurance Accepted	116,836	416	1,911	2,327	162	212,069	212,231	(14)	0	7,227	10,462	-	-	685	230,591	349,754	
Less : Commission on Re-insurance Ceded	269,222	88,832	26,815	115,647	142,163	204,725	346,888	2,646	1,004	270,512	7,784	40,747	362,995	165,605	1,198,181	1,583,050	
<b>Net Commission</b>	<b>(109,914)</b>	<b>(54,989)</b>	<b>(18,429)</b>	<b>(73,418)</b>	<b>511,384</b>	<b>7,344</b>	<b>518,728</b>	<b>3,898</b>	<b>6,157</b>	<b>(214,069)</b>	<b>8,096</b>	<b>5,480</b>	<b>(42,997)</b>	<b>2,663</b>	<b>287,956</b>	<b>104,624</b>	

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

	Upto 9M 2010-11	Upto 9M 2009-10
	(₹ '000)	(₹ '000)
Agents	328,551	267,463
Brokers	470,718	275,989
Corporate Agency	611,017	518,007
Referral	90,730	276,461
<b>TOTAL</b>	<b>1,501,015</b>	<b>1,337,920</b>