

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 Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	For Q4 2011-12	
(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)		
Commission paid																		
Direct	7,483	14,447	441	14,888	178,405	-	178,405	4,854	808	16,009	1,688	33,280	173,820	1,684	45,144	455,692	478,063	
Add : Re-insurance Accepted	59,310	3,947	1,037	4,984	64	(64)	-	14	-	3,557	19,147	7	12,739	-	129	35,593	99,887	
Less : Commission on Re-insurance Ceded	33,756	30,442	1,522	31,964	66,726	7	66,733	447	5,684	67,876	3,785	64,534	273,413	6,338	254,896	743,706	809,426	
Net Commission	33,037	(12,048)	(44)	(12,092)	111,743	(71)	111,672	4,421	(4,876)	(48,310)	17,050	(31,247)	(86,854)	(4,654)	(209,623)	(252,421)	(231,476)	

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		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	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	1,277	65,063	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	(37,963)	529,645	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)	39,239	(464,575)	(422,267)	(391,914)	

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

	For Q4 2011-12	For Q4 2010-11
	(₹ '000)	(₹ '000)
Agents	184,985	144,634
Brokers	142,519	122,456
Corporate Agency	150,559	203,322
Referral	-	(60)
TOTAL	478,063	470,352

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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	
	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12	FY 2011-12
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	74,148	88,102	5,426	93,528	584,202	-	584,202	22,940	5,880	93,489	7,959	113,684	691,522	9,328	208,190	1,737,194	1,904,870
Add : Re-insurance Accepted	216,939	6,549	1,598	8,147	64	-	64	14	32	16,379	54,217	100	14,090	-	1,795	86,691	311,777
Less : Commission on Re-insurance Ceded	231,882	145,132	15,647	160,779	227,423	(2,972)	224,451	4,181	9,708	343,096	26,411	199,485	966,200	18,176	645,816	2,437,524	2,830,185
Net Commission	59,205	(50,481)	(8,623)	(59,104)	356,843	2,972	359,815	18,773	(3,796)	(233,228)	35,765	(85,701)	(260,588)	(8,848)	(435,831)	(613,639)	(613,538)

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	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	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)	(₹ '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	9,193	178,308	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	(21,195)	906,078	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)	30,388	(727,693)	(481,239)	(543,007)

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

	FY 2011-12	FY 2010-11
	(₹ '000)	(₹ '000)
Agents	597,672	473,184
Brokers	662,384	593,174
Corporate Agency	644,814	814,339
Referral	-	90,670
TOTAL	1,904,870	1,971,367