

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 Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	For Q2 2012-13	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	19,023	29,646	1,670	31,316	197,133	-	197,133	6,313	1,136	21,363	1,373	33,979	206,767	1,964	51,979	522,007	572,346
Add : Re-insurance Accepted	32,729	1,469	241	1,710	-	-	-	-	192	3,149	28,033	244	568	-	116	32,302	66,741
Less : Commission on Re-insurance Ceded	44,675	10,997	4,525	15,522	226,601	77,383	303,984	1,237	3,727	82,312	9,186	52,212	369,181	5,463	255,073	1,082,375	1,142,572
Net Commission	7,077	20,118	(2,614)	17,504	(29,468)	(77,383)	(106,851)	5,076	(2,399)	(57,800)	20,220	(17,989)	(161,846)	(3,499)	(202,978)	(528,066)	(503,485)

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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	
		For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	For Q2 2011-12	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	17,779	21,565	1,631	23,196	91,433	-	91,433	6,352	1,862	24,651	2,647	26,627	177,628	1,711	63,872	396,783	437,758
Add : Re-insurance Accepted	52,037	1,572	221	1,793	-	165	165	-	3	5,942	7,980	-	1,032	-	753	15,875	69,705
Less : Commission on Re-insurance Ceded	57,596	29,003	4,884	33,887	63,707	7	63,714	1,093	1,023	92,830	11,436	44,648	227,448	106	192,946	635,244	726,727
Net Commission	12,220	(5,866)	(3,032)	(8,898)	27,726	158	27,884	5,259	842	(62,237)	(809)	(18,021)	(48,788)	1,604	(128,320)	(222,586)	(219,264)

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

	For Q2 2012-13	For Q2 2011-12
	(₹ '000)	(₹ '000)
Agents	173,093	129,001
Brokers	237,220	168,117
Corporate Agency	162,033	140,640
Referral	-	-
TOTAL	572,346	437,758

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Particulars	Fire	Marine			Motor OD	Motor TP	Motor Total	Worksmens' Compensation	Public/Product Liability	Miscellaneous							Total
		Marine Cargo	Marine Others	Marine Total						Engineering	Aviation	Personal Accident	Health Insurance	Credit Insurance	Others	Total Miscellaneous	
		Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13						Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13	Upto H1 2012-13	
(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	
Commission paid																	
Direct	60,856	65,439	2,307	67,746	375,250	-	375,250	13,359	2,677	40,521	3,030	66,101	404,374	4,274	103,802	1,013,388	1,141,990
Add : Re-insurance Accepted	67,089	2,725	1,700	4,425	1	-	1	-	192	8,334	50,650	280	13,114	-	502	73,073	144,587
Less : Commission on Re-insurance Ceded	149,297	39,687	16,107	55,794	440,052	141,573	581,625	2,540	5,424	179,518	17,683	93,274	640,097	11,679	290,352	1,822,192	2,027,283
Net Commission	(21,352)	28,477	(12,100)	16,377	(64,801)	(141,573)	(206,374)	10,819	(2,555)	(130,663)	35,997	(26,893)	(222,609)	(7,405)	(186,048)	(735,731)	(740,706)

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		Marine Cargo	Marine Others	Marine Total						Engineering	Aviation	Personal Accident	Health Insurance	Credit Insurance	Others	Total Miscellaneous	
		Upto H1 2011-12	Upto H1 2011-12	Upto H1 2011-12						Upto H1 2011-12	Upto H1 2011-12	Upto H1 2011-12	Upto H1 2011-12	Upto H1 2011-12	Upto H1 2011-12	Upto H1 2011-12	
(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	48,408	58,125	3,180	61,305	267,596	-	267,596	11,560	3,740	57,470	4,640	51,604	362,793	5,384	119,909	884,696	994,409
Add : Re-insurance Accepted	100,009	2,123	458	2,581	-	165	165	-	3	9,683	17,350	18	1,679	-	756	29,654	132,244
Less : Commission on Re-insurance Ceded	175,012	86,216	10,775	96,991	128,965	(2,983)	125,982	2,052	3,036	202,498	18,871	83,665	433,466	6,209	255,653	1,131,432	1,403,435
Net Commission	(26,595)	(25,968)	(7,137)	(33,105)	138,631	3,148	141,779	9,508	707	(135,345)	3,119	(32,043)	(68,994)	(825)	(134,988)	(217,082)	(276,782)

Break-up of the expenses (Gross) incurred to procure business as per		
	H1 2012-13	H1 2011-12
	(₹ '000)	(₹ '000)
Agents	357,073	267,323
Brokers	497,598	378,633
Corporate Agency	287,319	348,453
Referral	-	-
TOTAL	1,141,990	994,409