

PERIODIC DISCLOSURES

FORM NL-6-COMMISSION SCHEDULE

Name of the Insurer: ICICI Lombard General Insurance Company Limited

Registration No. 115 dated August 03, 2001
CIN NO. U67200MH2000PLC129408

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 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	For Q4 2013-14	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	27,095	30,351	1,045	31,396	268,334	-	268,334	7,843	1,040	23,352	1,958	50,281	273,774	3,670	60,388	690,640	749,131
Add : Re-insurance Accepted	29,752	3,050	1,947	4,997	-	-	-	-	-	13,485	25,183	6	263	-	1,560	40,497	75,246
Less : Commission on Re-insurance Ceded	64,979	5,243	(26,592)	(21,349)	83,417	36,454	119,871	657	2,019	87,963	1,589	121,643	551,290	10,237	266,045	1,161,314	1,204,944
Net Commission	(8,132)	28,158	29,584	57,742	184,917	(36,454)	148,463	7,186	(979)	(51,126)	25,552	(71,356)	(277,253)	(6,567)	(204,097)	(430,177)	(380,567)

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		For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	For Q4 2012-13	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	21,975	36,536	133	36,669	260,589	-	260,589	5,908	1,654	27,214	2,801	40,466	242,754	2,603	62,583	646,572	705,216
Add : Re-insurance Accepted	23,902	3,468	555	4,023	81	-	81	-	-	3,522	12,710	-	9,173	-	4	25,490	53,415
Less : Commission on Re-insurance Ceded	11,187	8,299	7,949	16,248	283,189	142,390	425,579	1,108	2,313	83,036	2,839	74,449	536,364	6,559	183,872	1,316,119	1,343,554
Net Commission	34,690	31,705	(7,261)	24,444	(22,519)	(142,390)	(164,909)	4,800	(659)	(52,300)	12,672	(33,983)	(284,437)	(3,956)	(121,285)	(644,057)	(584,923)

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

	For Q4 2013-14	For Q4 2012-13
	(₹ '000)	(₹ '000)
Agents	191,877	206,283
Brokers	337,966	305,358
Corporate Agency	219,288	193,575
Referral	-	-
TOTAL	749,131	705,216

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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 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	FY 2013-14	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	139,588	163,539	7,376	170,915	1,094,846	-	1,094,846	31,389	6,835	97,770	10,009	174,134	998,489	12,114	238,504	2,664,090	2,974,593
Add : Re-insurance Accepted	142,233	9,156	4,288	13,444	-	-	-	-	127	27,824	117,907	313	16,089	-	2,868	165,128	320,805
Less : Commission on Re-insurance Ceded	377,034	27,399	(7,347)	20,052	1,048,866	526,538	1,575,404	2,914	8,172	351,557	11,431	315,466	2,258,297	33,615	632,341	5,189,197	5,586,283
Net Commission	(95,213)	145,296	19,011	164,307	45,980	(526,538)	(480,558)	28,475	(1,210)	(225,963)	116,485	(141,019)	(1,243,719)	(21,501)	(390,969)	(2,359,979)	(2,290,885)

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		FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	FY 2012-13	
	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)	(₹ '000)
Commission paid																	
Direct	109,540	131,675	4,080	135,755	896,174	-	896,174	27,282	5,735	86,272	7,424	145,111	855,026	9,090	214,200	2,246,314	2,491,609
Add : Re-insurance Accepted	132,940	6,742	2,395	9,137	81	1	82	-	192	16,425	90,748	286	23,887	-	517	132,137	274,214
Less : Commission on Re-insurance Ceded	206,097	54,857	33,864	88,721	1,002,465	477,075	1,479,540	5,137	9,027	346,730	22,439	226,763	1,620,675	22,279	569,597	4,302,187	4,597,005
Net Commission	36,383	83,560	(27,389)	56,171	(106,210)	(477,074)	(583,284)	22,145	(3,100)	(244,033)	75,733	(81,366)	(741,762)	(13,189)	(354,880)	(1,923,736)	(1,831,182)

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

	FY 2013-14	FY 2012-13
	(₹ '000)	(₹ '000)
Agents	778,918	743,854
Brokers	1,478,108	1,093,487
Corporate Agency	717,567	654,268
Referral	-	-
TOTAL	2,974,593	2,491,609