

Schedules to and forming part of the Revenue Accounts and Profit and Loss account for the quarter ended on and to Balance Sheet as at 30 September 2017

FORM NL-6-COMMISSION SCHEDULE
COMMISSION -

| Particulars | COMMISSION - | | | | | | | | | | | | | | | | | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|------------------|
| | Fire | Marine | | | Motor OD | Motor TP | Motor Total | Worksmens' Compensation | Public/Product Liability | Engineering | Aviation | Personal Accident | Health Insurance | Credit Insurance | Crop Insurance | Others | Total Miscellaneous | |
| | | Marine Cargo | Marine Others | Marine Total | | | | | | | | | | | | | | |
| For the quarter ended 30 September 2017 | For the quarter ended 30 September 2017 | For the quarter ended 30 September 2017 | For the quarter ended 30 September 2017 | For the quarter ended 30 September 2017 | For the quarter ended 30 September 2017 | For the quarter ended 30 September 2017 | For the quarter ended 30 September 2017 | For the quarter ended 30 September 2017 | For the quarter ended 30 September 2017 | For the quarter ended 30 September 2017 | For the quarter ended 30 September 2017 | For the quarter ended 30 September 2017 | For the quarter ended 30 September 2017 | For the quarter ended 30 September 2017 | For the quarter ended 30 September 2017 | For the quarter ended 30 September 2017 | For the quarter ended 30 September 2017 | |
| | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) |
| Commission paid | | | | | | | | | | | | | | | | | | |
| Direct | 1,41,234 | 27,683 | 76 | 27,759 | 3,79,964 | 10,596 | 3,90,560 | 12,195 | 5,889 | 14,542 | 120 | 45,233 | 2,39,491 | 1,035 | 840 | 1,44,660 | 8,54,565 | 10,23,558 |
| Add: Re-insurance Accepted | 14,918 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2,098 | 0 | 0 | 0 | 0 | 0 | -434 | 1,664 | 16,582 |
| Less: Commission on Re-insurance Ceded | 1,16,012 | 7,091 | -2,711 | 4,380 | 37,469 | 11,652 | 49,121 | 1,298 | 2,436 | 45,798 | 447 | 3,640 | 53,235 | 2,422 | 7,10,257 | 1,11,143 | 9,79,797 | 11,02,189 |
| Net Commission | 38,140 | 20,592 | 2,787 | 23,379 | 3,42,495 | -1,056 | 3,41,439 | 10,897 | 3,453 | -29,158 | -327 | 41,593 | 1,86,256 | -1,387 | -7,09,417 | 33,083 | -1,23,568 | -62,049 |
| Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below: | | | | | | | | | | | | | | | | | | |
| Agents | 23,555 | 13,419 | 7 | 13,426 | 1,49,115 | 8,361 | 1,57,477 | 9,075 | 1,460 | 5,940 | 0 | 13,884 | 1,53,148 | 0 | 838 | 20,061 | 3,61,883 | 3,98,864 |
| Brokers | 26,027 | 13,101 | 0 | 13,101 | 1,26,704 | 1,744 | 1,28,447 | 2,454 | 4,398 | 7,768 | 120 | 4,186 | 49,016 | 1,036 | 2 | 26,425 | 2,23,852 | 2,62,980 |
| Corporate Agency | 91,652 | 1,163 | 69 | 1,232 | 1,04,145 | 491 | 1,04,636 | 666 | 31 | 835 | 0 | 27,164 | 37,327 | 0 | 0 | 98,173 | 2,68,830 | 3,61,714 |
| Referral | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Others (pl. specify) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL (B) | 1,41,234 | 27,683 | 76 | 27,758 | 3,79,964 | 10,596 | 3,90,560 | 12,195 | 5,889 | 14,543 | 120 | 45,233 | 2,39,491 | 1,036 | 841 | 1,44,659 | 8,54,565 | 10,23,557 |

| Particulars | COMMISSION - | | | | | | | | | | | | | | | | | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|------------------|
| | Fire | Marine | | | Motor OD | Motor TP | Motor Total | Worksmens' Compensation | Public/Product Liability | Engineering | Aviation | Personal Accident | Health Insurance | Credit Insurance | Crop Insurance | Others | Total Miscellaneous | |
| | | Marine Cargo | Marine Others | Marine Total | | | | | | | | | | | | | | |
| For the quarter ended 30 September 2016 | For the quarter ended 30 September 2016 | For the quarter ended 30 September 2016 | For the quarter ended 30 September 2016 | For the quarter ended 30 September 2016 | For the quarter ended 30 September 2016 | For the quarter ended 30 September 2016 | For the quarter ended 30 September 2016 | For the quarter ended 30 September 2016 | For the quarter ended 30 September 2016 | For the quarter ended 30 September 2016 | For the quarter ended 30 September 2016 | For the quarter ended 30 September 2016 | For the quarter ended 30 September 2016 | For the quarter ended 30 September 2016 | For the quarter ended 30 September 2016 | For the quarter ended 30 September 2016 | For the quarter ended 30 September 2016 | |
| | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) |
| Commission paid | | | | | | | | | | | | | | | | | | |
| Direct | 56,840 | 27,045 | 10 | 27,055 | 2,86,680 | 2,754 | 2,89,434 | 8,226 | 7,932 | 10,236 | 233 | 55,702 | 2,13,248 | 4,204 | 107 | 1,23,072 | 7,12,395 | 7,96,290 |
| Add: Re-insurance Accepted | 8,845 | 2 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 1,732 | 0 | 0 | 0 | 0 | 0 | -3,938 | 5,670 | 14,517 |
| Less: Commission on Re-insurance Ceded | 78,758 | 7,037 | 1,565 | 8,602 | 34,914 | 8,247 | 43,161 | 805 | 3,389 | 41,626 | 262 | 3,781 | 35,130 | -5,355 | 8,92,550 | 55,463 | 10,70,812 | 11,58,172 |
| Net Commission | -13,073 | 20,010 | -1,555 | 18,455 | 2,51,766 | -5,493 | 2,46,273 | 7,421 | 4,544 | -29,658 | -29 | 51,921 | 1,78,118 | 9,559 | -8,92,443 | 71,547 | -3,52,747 | -3,47,365 |
| Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below: | | | | | | | | | | | | | | | | | | |
| Agents | 14,557 | 13,374 | 10 | 13,384 | 87,548 | 1,487 | 89,035 | 6,126 | 1,868 | 3,454 | 0 | 14,964 | 1,28,549 | 0 | 0 | 17,213 | 2,61,209 | 2,89,150 |
| Brokers | 10,138 | 12,693 | 0 | 12,693 | 94,959 | 998 | 95,957 | 1,632 | 5,712 | 6,564 | 233 | 13,472 | 57,621 | 4,203 | 107 | 28,525 | 2,14,026 | 2,36,857 |
| Corporate Agency | 32,144 | 979 | 0 | 979 | 1,04,172 | 270 | 1,04,442 | 468 | 352 | 218 | 0 | 27,266 | 27,078 | 0 | 0 | 77,334 | 2,37,160 | 2,70,284 |
| Referral | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Others (pl. specify) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL (B) | 56,839 | 27,046 | 10 | 27,056 | 2,86,680 | 2,754 | 2,89,434 | 8,226 | 7,932 | 10,236 | 233 | 55,702 | 2,13,248 | 4,203 | 107 | 1,23,072 | 7,12,395 | 7,96,291 |

| Particulars | Marine | | | | Miscellaneous | | | | | | | | | | | | | Total Miscellaneous Upto the half year ended 30 September 2017 | Total Upto the half year ended 30 September 2017 | |
|---|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------------------|--|---|--|
| | Fire | 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 | Crop Insurance | Others | | | | |
| | Upto the half year ended 30 September 2017 | Upto the half year ended 30 September 2017 | Upto the half year ended 30 September 2017 | Upto the half year ended 30 September 2017 | Upto the half year ended 30 September 2017 | Upto the half year ended 30 September 2017 | Upto the half year ended 30 September 2017 | Upto the half year ended 30 September 2017 | Upto the half year ended 30 September 2017 | Upto the half year ended 30 September 2017 | Upto the half year ended 30 September 2017 | Upto the half year ended 30 September 2017 | Upto the half year ended 30 September 2017 | Upto the half year ended 30 September 2017 | Upto the half year ended 30 September 2017 | Upto the half year ended 30 September 2017 | | | | |
| | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | |
| Commission paid | | | | | | | | | | | | | | | | | | | | |
| Direct | 3,00,346 | 66,160 | 116 | 66,276 | 7,85,685 | 19,030 | 8,04,715 | 27,250 | 20,768 | 31,643 | 591 | 98,566 | 4,61,760 | 4,144 | 1,082 | 3,25,821 | 17,76,340 | 21,42,962 | | |
| Add: Re-insurance Accepted | 19,526 | 0 | 0 | 0 | - | - | - | 0 | 0 | 4,941 | 0 | 0 | 0 | 0 | 0 | 1,344 | 6,285 | 25,811 | | |
| Less: Commission on Re-insurance Ceded | 3,17,869 | 14,770 | -47 | 14,723 | 75,848 | 23,513 | 99,361 | 2,335 | 15,459 | 97,822 | 886 | 12,018 | 1,06,716 | 9,363 | 7,52,163 | 2,53,632 | 13,49,755 | 16,82,347 | | |
| Net Commission | 2,003 | 51,390 | 163 | 51,553 | 7,09,837 | -4,483 | 7,05,354 | 24,915 | 5,309 | (61,238) | -295 | 86,548 | 3,55,044 | (5,219) | -7,51,081 | 73,533 | 4,32,870 | 4,86,426 | | |
| Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below: | | | | | | | | | | | | | | | | | | | | |
| Agents | 55,045 | 34,232 | 17 | 34,249 | 2,90,403 | 14,605 | 3,05,008 | 19,709 | 9,942 | 12,256 | 0 | 25,790 | 2,71,577 | 0 | 838 | 40,624 | 6,85,743 | 7,75,037 | | |
| Brokers | 78,038 | 29,728 | 0 | 29,728 | 2,66,746 | 3,463 | 2,70,209 | 6,141 | 10,654 | 17,590 | 591 | 9,675 | 1,22,735 | 4,144 | 244 | 57,114 | 4,99,097 | 6,06,864 | | |
| Corporate Agency | 1,67,263 | 2,200 | 99 | 2,298 | 2,28,535 | 963 | 2,29,498 | 1,399 | 172 | 1,798 | 0 | 63,102 | 67,448 | 0 | 2,28,083 | 5,91,500 | 7,61,062 | | | |
| Referral | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | | |
| Others (pl. specify) | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | | |
| TOTAL (B) | 3,00,346 | 66,160 | 116 | 66,276 | 7,85,684 | 19,030 | 8,04,715 | 27,250 | 20,768 | 31,643 | 591 | 98,566 | 4,61,760 | 4,144 | 1,082 | 3,25,821 | 17,76,341 | 21,42,962 | | |

| Particulars | Marine | | | | Miscellaneous | | | | | | | | | | | | | Total Miscellaneous Upto the half year ended 30 September 2016 | Total Upto the half year ended 30 September 2016 |
|---|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------------------|--|---|
| | Fire | 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 | Crop Insurance | Others | | | |
| | Upto the half year ended 30 September 2016 | Upto the half year ended 30 September 2016 | Upto the half year ended 30 September 2016 | Upto the half year ended 30 September 2016 | Upto the half year ended 30 September 2016 | Upto the half year ended 30 September 2016 | Upto the half year ended 30 September 2016 | Upto the half year ended 30 September 2016 | Upto the half year ended 30 September 2016 | Upto the half year ended 30 September 2016 | Upto the half year ended 30 September 2016 | Upto the half year ended 30 September 2016 | Upto the half year ended 30 September 2016 | Upto the half year ended 30 September 2016 | Upto the half year ended 30 September 2016 | Upto the half year ended 30 September 2016 | | | |
| | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) | (Rs. '000) |
| Commission paid | | | | | | | | | | | | | | | | | | | |
| Direct | 1,57,454 | 61,015 | 21 | 61,036 | 5,98,182 | 4,861 | 6,03,043 | 18,358 | 15,954 | 21,428 | 1,127 | 98,144 | 4,30,098 | 5,050 | 107 | 2,56,795 | 14,50,104 | 16,68,594 | |
| Add: Re-insurance Accepted | 17,433 | - | - | 1,209 | - | - | - | - | 3 | 3,895 | - | - | - | - | - | 6,915 | 10,813 | 29,455 | |
| Less: Commission on Re-insurance Ceded | 2,24,997 | 20,528 | 4,592 | 25,120 | 72,033 | 16,511 | 88,544 | 1,753 | 16,345 | 93,080 | 982 | 9,975 | 67,834 | 11,852 | 8,92,550 | 1,81,015 | 13,63,930 | 16,14,047 | |
| Net Commission | -50,110 | 41,696 | (4,571) | 37,125 | 5,26,149 | (11,650) | 5,14,499 | 16,605 | (388) | (67,757) | 145 | 88,170 | 3,62,264 | (6,802) | -8,92,443 | 82,694 | 96,987 | 84,002 | |
| Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below: | | | | | | | | | | | | | | | | | | | |
| Agents | 34,179 | 32,468 | 21 | 32,489 | 1,78,858 | 2,775 | 1,81,633 | 13,593 | 2,695 | 7,121 | 3 | 28,145 | 2,36,470 | 0 | 0 | 34,755 | 5,04,414 | 5,71,082 | |
| Brokers | 60,486 | 26,511 | 0 | 26,511 | 2,00,098 | 1,642 | 2,01,740 | 3,787 | 12,819 | 13,029 | 1,110 | 20,461 | 1,43,342 | 5,050 | 107 | 56,675 | 4,58,118 | 5,45,115 | |
| Corporate Agency | 62,789 | 2,036 | 0 | 2,036 | 2,19,225 | 444 | 2,19,670 | 977 | 440 | 1,278 | 14 | 49,536 | 50,287 | 0 | 0 | 1,65,365 | 4,87,572 | 5,52,397 | |
| Referral | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Others (pl. specify) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| TOTAL (B) | 1,57,454 | 61,015 | 21 | 61,036 | 5,98,182 | 4,861 | 6,03,043 | 18,358 | 15,954 | 21,428 | 1,127 | 98,144 | 4,30,098 | 5,050 | 107 | 2,56,795 | 14,50,104 | 16,68,594 | |