

Schedules to and forming part of the Revenue Accounts and Profit and Loss account for the Period ended 31 March 2020

FORM NL-6-COMMISSION SCHEDULE
 COMMISSION -

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	Crop Insurance	Others	Total Miscellaneous				
		For the quarter ended 31 March 2020	For the quarter ended 31 March 2020	For the quarter ended 31 March 2020	For the quarter ended 31 March 2020	For the quarter ended 31 March 2020	For the quarter ended 31 March 2020	For the quarter ended 31 March 2020	For the quarter ended 31 March 2020	For the quarter ended 31 March 2020	For the quarter ended 31 March 2020	For the quarter ended 31 March 2020	For the quarter ended 31 March 2020	For the quarter ended 31 March 2020	For the quarter ended 31 March 2020	For the quarter ended 31 March 2020	For the quarter ended 31 March 2020		For the quarter ended 31 March 2020		
	(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	2,73,775	39,580	1,679	41,259	7,89,961	29,563	8,19,524	14,409	5,504	23,378	5,309	74,128	4,45,217	1,108	1,022	2,38,449	16,28,048	19,43,082			
Add: Re-insurance Accepted	9,621	-	-	-	-	-	-	-	-	1,598	-	-	-	-	-	1	1,599	11,220			
Less: Commission on Re-insurance Ceded	4,35,628	19,573	2,008	21,581	36,368	18,876	55,244	1,161	8,424	54,368	2,219	4,624	3,51,689	2,553	90,807	4,68,139	10,39,228	14,96,437			
Net Commission	(1,52,232)	20,007	(329)	19,678	7,53,593	10,687	7,64,280	13,248	(2,920)	(29,392)	3,090	69,504	93,528	(1,445)	(89,785)	(2,29,689)	5,90,419	4,57,865			
Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:																					
Agents	32,740	16,304	417	16,721	2,03,003	22,204	2,25,207	11,351	1,125	6,604	(8)	19,397	2,17,306	-	-	35,094	5,16,076	5,65,538			
Brokers	99,507	21,763	1,251	23,013	4,00,554	5,624	4,06,178	2,057	4,277	15,694	5,317	5,272	70,321	1,109	1,001	33,043	5,44,267	6,66,787			
Corporate Agency	1,41,069	1,502	11	1,512	1,48,111	1,730	1,49,840	962	102	1,078	-	49,454	1,55,329	-	20	1,70,245	5,27,030	6,69,612			
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Others (pl. specify)	459	12	-	12	38,294	6	38,299	39	-	3	-	5	2,261	-	-	68	40,675	41,146			
TOTAL (B)	2,73,775	39,580	1,679	41,259	7,89,961	29,563	8,19,524	14,409	5,504	23,378	5,309	74,128	4,45,217	1,108	1,022	2,38,449	16,28,048	19,43,082			

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		For the quarter ended 31 March 2019	For the quarter ended 31 March 2019	For the quarter ended 31 March 2019	For the quarter ended 31 March 2019	For the quarter ended 31 March 2019	For the quarter ended 31 March 2019	For the quarter ended 31 March 2019	For the quarter ended 31 March 2019	For the quarter ended 31 March 2019	For the quarter ended 31 March 2019	For the quarter ended 31 March 2019	For the quarter ended 31 March 2019	For the quarter ended 31 March 2019	For the quarter ended 31 March 2019	For the quarter ended 31 March 2019	For the quarter ended 31 March 2019		For the quarter ended 31 March 2019		
	(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)	(Rs. '000)	
Commission paid																					
Direct	2,38,052	42,656	913	43,569	8,36,782	94,834	9,31,616	15,956	9,703	5,973	9,485	90,551	4,90,312	2,087	(39)	2,60,593	18,16,237	20,97,858			
Add: Re-insurance Accepted	8,025	-	-	-	-	-	-	-	-	991	-	-	-	-	-	(33)	958	9,983			
Less: Commission on Re-insurance Ceded	2,01,397	12,467	144	12,611	2,05,994	19,894	2,25,888	1,003	9,437	58,001	7,211	7,362	3,31,495	3,541	5,81,302	3,82,965	16,08,205	18,22,213			
Net Commission	44,680	30,189	769	30,958	6,30,788	74,940	7,05,728	14,953	266	(51,037)	2,274	83,189	1,58,817	(1,454)	(5,81,341)	(1,22,405)	2,08,990	2,84,628			
Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:																					
Agents	41,048	19,895	87	19,982	2,33,276	57,438	2,90,714	11,812	1,073	7,966	(20)	21,169	2,67,975	-	(1)	31,867	6,32,556	6,93,586			
Brokers	42,191	22,323	788	23,111	4,30,302	25,567	4,55,869	3,207	8,469	(2,423)	9,505	9,461	1,00,075	1,840	(39)	20,513	6,06,477	6,71,779			
Corporate Agency	1,54,586	427	38	465	1,36,626	11,796	1,48,622	927	160	402	-	59,897	1,20,900	246	-	2,08,174	5,39,326	6,94,377			
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Others (pl. specify)	226	11	-	11	36,377	33	36,409	11	1	28	-	22	1,363	-	-	43	37,880	38,116			
TOTAL (B)	2,38,052	42,656	913	43,569	8,36,782	94,834	9,31,616	15,956	9,703	5,973	9,485	90,551	4,90,312	2,087	(39)	2,60,593	18,16,237	20,97,858			

Particulars	Marine									Miscellaneous								Total	
	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	Total Miscellaneous		
	For the year ended 31 March 2020	For the year ended 31 March 2020	For the year ended 31 March 2020	For the year ended 31 March 2020	For the year ended 31 March 2020	For the year ended 31 March 2020	For the year ended 31 March 2020	For the year ended 31 March 2020	For the year ended 31 March 2020	For the year ended 31 March 2020	For the year ended 31 March 2020	For the year ended 31 March 2020	For the year ended 31 March 2020	For the year ended 31 March 2020	For the year ended 31 March 2020	For the year ended 31 March 2020	For the year ended 31 March 2020		For the year ended 31 March 2020
(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	10,74,635	2,05,459	2,368	2,07,827	34,29,803	2,92,816	37,22,619	63,056	29,493	1,21,618	5,669	3,13,603	16,40,757	1,691	1,062	10,93,176	69,92,744	82,75,206	82,75,206
Add: Re-insurance Accepted	44,398	-	-	-	-	-	-	-	-	7,936	-	-	-	-	153	-	53,387	-	53,387
Less: Commission on Re-insurance Ceded	25,61,298	48,361	8,408	56,769	79,200	72,641	(6,579)	5,040	25,041	2,26,826	6,338	20,530	11,66,970	8,247	9,77,486	22,84,070	47,93,189	74,11,256	74,11,256
Net Commission	(14,42,355)	1,57,098	(6,040)	1,51,058	34,36,382	2,13,596	36,49,978	58,016	4,452	(97,282)	(669)	2,93,073	4,73,787	(6,556)	(9,76,424)	(11,90,741)	22,07,634	9,16,337	9,16,337
Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:																			
Agents	1,54,839	77,953	412	78,365	8,24,969	1,74,378	9,99,347	44,590	11,473	28,567	(63)	72,408	7,64,478	-	-	1,40,719	20,61,518	22,94,722	22,94,722
Brokers	4,01,116	1,22,252	1,856	1,24,077	18,66,238	78,484	19,44,722	14,911	17,731	88,051	5,732	28,412	3,55,979	1,937	1,041	2,43,571	27,02,089	32,27,313	32,27,313
Corporate Agency	5,17,853	5,235	100	5,335	5,50,141	39,042	5,89,183	3,467	290	4,938	-	2,12,636	5,12,341	(246)	20	7,08,540	20,31,168	25,54,356	25,54,356
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Others (pt. specify)	827	19	-	19	1,88,455	912	1,89,367	89	(1)	62	-	147	7,959	-	-	348	1,97,970	1,98,816	1,98,816
TOTAL (B)	10,74,635	2,05,459	2,368	2,07,827	34,29,803	2,92,816	37,22,619	63,056	29,493	1,21,618	5,669	3,13,603	16,40,757	1,691	1,062	10,93,176	69,92,744	82,75,206	82,75,206

Particulars	Marine									Miscellaneous								Total	
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(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)	(Rs. '000)
Commission paid																			
Direct	8,48,736	1,82,652	1,300	1,83,952	39,27,726	3,29,525	42,57,251	63,610	32,915	82,966	13,747	3,04,245	16,69,443	3,725	1,499	8,37,588	72,66,989	82,99,677	82,99,677
Add: Re-insurance Accepted	23,249	-	-	-	-	-	-	-	-	7,846	-	-	-	-	-	889	8,735	31,984	31,984
Less: Commission on Re-insurance Ceded	10,55,553	34,614	2,905	37,519	3,20,539	67,379	3,87,918	4,650	23,912	2,18,766	9,457	28,722	9,17,943	8,369	8,42,123	10,49,578	34,91,438	45,84,510	45,84,510
Net Commission	(1,83,568)	1,48,038	(1,605)	1,46,433	36,07,187	2,62,146	38,69,333	58,960	9,003	(1,27,954)	4,290	2,75,523	7,51,500	(4,644)	(8,40,624)	(2,11,101)	37,84,286	37,47,151	37,47,151
Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:																			
Agents	1,51,850	88,449	118	88,567	13,63,091	1,90,125	15,53,216	46,871	11,288	35,669	70	74,760	8,56,224	-	-	1,36,223	27,14,322	29,54,739	29,54,739
Brokers	2,08,839	91,394	968	92,362	18,53,630	92,026	19,45,656	13,533	21,290	44,007	13,677	33,931	4,12,147	3,725	1,499	1,48,741	26,38,205	29,39,406	29,39,406
Corporate Agency	4,87,121	2,752	215	2,967	5,35,902	47,059	5,82,961	3,181	325	3,124	-	1,95,450	3,95,449	-	-	5,52,324	17,32,814	22,22,901	22,22,901
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Others (pt. specify)	925	56	-	56	1,75,103	315	1,75,418	25	11	166	-	194	5,624	-	-	300	1,81,649	1,82,630	1,82,630
TOTAL (B)	8,48,736	1,82,652	1,300	1,83,952	39,27,726	3,29,525	42,57,251	63,610	32,915	82,966	13,747	3,04,245	16,69,443	3,725	1,499	8,37,588	72,66,989	82,99,677	82,99,677