

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

FORM NL-6-COMMISSION SCHEDULE
 COMMISSION -

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 quarter ended 31 December 2020	For the quarter ended 31 December 2020	For the quarter ended 31 December 2020	For the quarter ended 31 December 2020	For the quarter ended 31 December 2020	For the quarter ended 31 December 2020	For the quarter ended 31 December 2020	For the quarter ended 31 December 2020	For the quarter ended 31 December 2020	For the quarter ended 31 December 2020	For the quarter ended 31 December 2020	For the quarter ended 31 December 2020	For the quarter ended 31 December 2020	For the quarter ended 31 December 2020	For the quarter ended 31 December 2020	For the quarter ended 31 December 2020	For the quarter ended 31 December 2020		For the quarter ended 31 December 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	327,069	29,706	23	29,729	1,039,659	86,221	1,125,880	13,480	5,091	39,984	3,544	53,866	365,349	1,242	1,135	205,263	1,814,834	2,171,632	
Add: Re-insurance Accepted	7,909	-	-	-	-	-	-	-	-	1,432	-	-	-	-	-	0	1,432	9,341	
Less: Commission on Re-insurance Ceded	699,027	8,247	1,006	9,253	52,259	228,258	280,517	742	1,624	59,233	2,315	3,039	361,008	1,902	303,397	159,454	1,173,231	1,881,511	
Net Commission	(364,049)	21,459	(983)	20,476	987,400	(142,037)	845,363	12,738	3,467	(17,817)	1,229	50,827	4,341	(660)	(302,262)	45,809	643,035	299,462	
Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:																			
Agents	32,432	15,107	-	15,107	144,496	47,692	192,188	8,200	1,391	6,999	-	10,627	164,061	-	-	37,253	420,719	468,258	
Brokers	155,676	13,419	-	13,419	707,184	27,884	735,068	4,660	3,625	32,127	3,544	5,857	73,320	1,242	1,119	81,931	942,493	1,111,588	
Corporate Agency	137,827	1,107	23	1,130	122,928	10,578	133,506	554	76	859	-	37,374	126,806	-	16	85,918	385,109	524,066	
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Others (pf. specify)	1,134	72	-	72	65,051	65	65,116	67	-	-	-	8	1,163	-	-	168	66,520	67,272	
TOTAL (B)	327,069	29,706	23	29,729	1,039,659	86,219	1,125,878	13,481	5,092	39,985	3,544	53,866	365,348	1,242	1,135	205,270	1,814,841	2,171,639	

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	For the quarter ended 31 December 2019	For the quarter ended 31 December 2019	For the quarter ended 31 December 2019	For the quarter ended 31 December 2019	For the quarter ended 31 December 2019	For the quarter ended 31 December 2019	For the quarter ended 31 December 2019	For the quarter ended 31 December 2019	For the quarter ended 31 December 2019	For the quarter ended 31 December 2019	For the quarter ended 31 December 2019	For the quarter ended 31 December 2019	For the quarter ended 31 December 2019	For the quarter ended 31 December 2019	For the quarter ended 31 December 2019	For the quarter ended 31 December 2019	For the quarter ended 31 December 2019		For the quarter ended 31 December 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)
Commission paid																			
Direct	243,127	48,587	180	48,767	966,995	75,233	1,042,228	14,457	6,240	29,305	1,036	85,204	413,877	250	-	283,238	1,875,835	2,167,729	
Add: Re-insurance Accepted	7,479	-	-	-	-	-	-	-	-	1,839	-	-	-	-	-	(1)	1,838	9,317	
Less: Commission on Re-insurance Ceded	334,859	7,181	770	7,951	44,580	21,165	65,745	1,128	2,995	55,876	1,685	5,396	226,958	1,791	119,290	467,068	947,932	1,290,742	
Net Commission	(84,253)	41,406	(590)	40,816	922,415	54,068	976,483	13,329	3,245	(24,732)	(649)	79,808	186,919	(1,541)	(119,290)	(183,831)	929,741	886,304	
Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:																			
Agents	32,481	15,635	15	15,650	218,588	47,443	266,031	9,917	1,860	7,057	3	17,420	187,652	-	-	34,521	524,461	572,590	
Brokers	84,866	31,253	145	31,398	553,580	17,442	571,023	3,655	4,317	21,144	1,033	10,518	82,576	250	-	60,970	755,484	871,748	
Corporate Agency	125,571	1,698	20	1,718	145,850	10,128	155,978	854	64	1,304	-	57,247	141,981	-	-	187,696	544,924	672,213	
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Others (pf. specify)	209	2	-	2	48,977	219	49,196	32	(1)	0	-	19	1,668	-	-	51	50,965	51,178	
TOTAL (B)	243,127	48,588	180	48,768	966,995	75,233	1,042,228	14,457	6,240	29,305	1,036	85,204	413,877	250	-	283,238	1,875,835	2,167,729	

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	Upto the period ended 31 December 2020	Upto the period ended 31 December 2020	Upto the period ended 31 December 2020	Upto the period ended 31 December 2020	Upto the period ended 31 December 2020	Upto the period ended 31 December 2020	Upto the period ended 31 December 2020	Upto the period ended 31 December 2020	Upto the period ended 31 December 2020	Upto the period ended 31 December 2020	Upto the period ended 31 December 2020	Upto the period ended 31 December 2020	Upto the period ended 31 December 2020	Upto the period ended 31 December 2020	Upto the period ended 31 December 2020	Upto the period ended 31 December 2020	Upto the period ended 31 December 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)		
Commission paid																			
Direct	954,150	98,403	(389)	98,014	2,341,518	217,677	2,559,195	43,210	24,700	127,391	8,382	159,596	1,183,255	4,490	1,320	530,516	4,642,055	5,694,219	
Add: Re-insurance Accepted	39,930	-	-	-	-	-	-	-	-	4,352	-	-	-	-	-	1,056	5,408	45,388	
Less: Commission on Re-insurance Ceded	2,301,892	35,211	4,004	39,215	118,053	894,869	1,012,922	3,441	19,017	228,079	6,659	10,780	607,449	7,948	1,085,610	629,619	3,611,524	5,952,631	
Net Commission	(1,307,812)	63,192	(4,393)	58,799	2,223,465	(677,192)	1,546,273	39,769	5,683	(96,336)	1,723	148,816	575,806	(3,458)	(1,084,290)	(98,047)	1,035,939	(213,074)	
Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:																			
Agents	136,556	52,324	(446)	51,879	422,918	121,434	544,352	27,717	9,638	19,718	(4)	42,878	541,808	-	-	111,684	1,297,791	1,486,225	
Brokers	433,387	43,503	0	43,503	1,473,986	68,442	1,542,428	13,633	14,908	104,817	8,386	19,060	241,579	4,490	1,177	188,768	2,139,246	2,616,136	
Corporate Agency	382,007	2,423	57	2,481	303,650	27,631	331,281	1,678	154	2,782	-	97,605	395,071	-	143	229,730	1,058,444	1,442,932	
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Others (pl. specify)	2,200	153	-	153	140,964	170	141,134	182	-	74	-	53	4,797	-	-	335	146,574	148,927	
TOTAL (B)	954,150	98,403	(389)	98,014	2,341,518	217,677	2,559,195	43,210	24,700	127,391	8,382	159,596	1,183,255	4,490	1,320	530,516	4,642,055	5,694,219	

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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)	
Commission paid																			
Direct	800,860	165,879	689	166,568	2,639,842	263,253	2,903,095	48,647	23,989	98,240	360	239,475	1,195,540	583	40	854,727	5,364,696	6,332,124	
Add: Re-insurance Accepted	34,687	-	-	-	-	-	-	-	-	6,328	-	-	-	-	-	152	6,480	41,167	
Less: Commission on Re-insurance Ceded	2,125,670	28,788	6,400	35,188	(42,947)	60,344	17,397	3,879	16,617	172,458	4,119	15,906	815,281	5,694	886,679	1,815,931	3,753,961	5,914,819	
Net Commission	(1,290,123)	137,091	(5,711)	131,380	2,682,789	202,909	2,885,698	44,768	7,372	(67,890)	(3,759)	223,569	380,259	(5,111)	(886,639)	(961,052)	1,617,215	458,472	
Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:																			
Agents	122,099	61,650	(5)	61,645	621,966	152,174	774,140	33,239	10,347	21,963	(55)	53,012	547,172	-	-	105,624	1,545,441	1,729,184	
Brokers	301,610	100,489	605	101,094	1,465,684	72,860	1,538,544	12,855	13,455	72,358	416	23,140	285,659	829	40	210,528	2,157,822	2,560,526	
Corporate Agency	376,784	3,733	89	3,822	402,030	37,313	439,343	2,504	188	3,861	-	163,182	357,012	(246)	-	538,294	1,504,138	1,884,744	
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Others (pl. specify)	368	7	-	7	150,162	906	151,068	49	(1)	58	-	142	5,697	-	-	280	157,294	157,670	
TOTAL (B)	800,860	165,879	689	166,568	2,639,842	263,253	2,903,095	48,647	23,989	98,240	360	239,475	1,195,540	583	40	854,727	5,364,696	6,332,124	