

Schedules to and forming part of the Revenue Accounts and Profit and Loss account for the period ended 31 March 2021

FORM NL-6-COMMISSION SCHEDULE
COMMISSION -

| Particulars | COMMISSION - | | | | | | | | | | | | | | | | | Total |
|---|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|------------------|
| | Fire | Marine | | | Miscellaneous | | | | | | | Total 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 | |
| For the quarter ended 31 March 2021 | For the quarter ended 31 March 2021 | For the quarter ended 31 March 2021 | For the quarter ended 31 March 2021 | For the quarter ended 31 March 2021 | For the quarter ended 31 March 2021 | For the quarter ended 31 March 2021 | For the quarter ended 31 March 2021 | For the quarter ended 31 March 2021 | For the quarter ended 31 March 2021 | For the quarter ended 31 March 2021 | For the quarter ended 31 March 2021 | For the quarter ended 31 March 2021 | For the quarter ended 31 March 2021 | For the quarter ended 31 March 2021 | For the quarter ended 31 March 2021 | For the quarter ended 31 March 2021 | For the quarter ended 31 March 2021 | |
| | (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 | 375,214 | 40,675 | (111) | 40,564 | 946,443 | 89,187 | 1,035,630 | 15,815 | 8,652 | 28,572 | (121) | 75,337 | 501,773 | 3,089 | 20 | 175,125 | 1,843,892 | 2,259,670 |
| Add: Re-insurance Accepted | 12,574 | - | - | - | - | - | - | - | - | 1,852 | - | - | - | - | - | 1 | 1,853 | 14,427 |
| Less: Commission on Re-insurance Ceded | 703,421 | 14,107 | 595 | 14,702 | 48,821 | 195,829 | 244,650 | 1,404 | 7,438 | 84,997 | 1,333 | 6,525 | 267,023 | 3,820 | 56,268 | 175,716 | 849,174 | 1,567,297 |
| Net Commission | (315,633) | 26,568 | (706) | 25,862 | 897,622 | (106,642) | 790,980 | 14,411 | 1,214 | (54,573) | (1,454) | 68,812 | 234,750 | (731) | (56,248) | (590) | 996,571 | 706,800 |
| Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below: | | | | | | | | | | | | | | | | | | |
| Agents | 44,976 | 18,030 | 463 | 18,493 | 148,495 | 50,143 | 198,638 | 11,975 | 1,475 | 6,710 | 4 | 20,224 | 260,169 | - | - | 42,320 | 541,515 | 604,984 |
| Brokers | 152,121 | 21,417 | (586) | 20,831 | 628,906 | 26,732 | 655,638 | 3,009 | 7,098 | 20,581 | (125) | 17,506 | 90,282 | 3,089 | 1 | 51,095 | 848,174 | 1,021,126 |
| Corporate Agency | 176,035 | 1,131 | 12 | 1,142 | 117,031 | 12,255 | 129,286 | 784 | 79 | 1,281 | - | 37,594 | 149,923 | - | 19 | 81,570 | 400,536 | 577,713 |
| Referral | 4,282 | 250 | - | 250 | 192,975 | 227 | 193,202 | 229 | - | 74 | - | 66 | 6,196 | - | - | 475 | 200,242 | 204,774 |
| Others (pl. specify) | (2,200) | (153) | - | (153) | (140,964) | (170) | (141,134) | (182) | - | (74) | - | (53) | (4,797) | - | - | (335) | (146,575) | (148,928) |
| TOTAL (B) | 375,214 | 40,675 | (111) | 40,564 | 946,443 | 89,187 | 1,035,630 | 15,815 | 8,652 | 28,572 | (121) | 75,337 | 501,773 | 3,089 | 20 | 175,125 | 1,843,892 | 2,259,670 |

| Particulars | COMMISSION - | | | | | | | | | | | | | | | | | Total |
|---|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| | Fire | Marine | | | Miscellaneous | | | | | | | Total 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 | |
| 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 | 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) |
| Commission paid | | | | | | | | | | | | | | | | | | |
| Direct | 273,775 | 39,580 | 1,679 | 41,259 | 789,961 | 29,563 | 819,524 | 14,409 | 5,504 | 23,378 | 5,309 | 74,128 | 445,217 | 1,108 | 1,022 | 238,449 | 1,628,048 | 1,943,082 |
| Add: Re-insurance Accepted | 9,621 | - | - | - | - | - | - | - | - | 1,598 | - | - | - | - | - | 1 | 1,599 | 11,220 |
| Less: Commission on Re-insurance Ceded | 435,628 | 19,573 | 2,008 | 21,581 | 36,368 | 18,876 | 55,244 | 1,161 | 8,424 | 54,368 | 2,219 | 4,624 | 351,689 | 2,553 | 90,807 | 468,139 | 1,039,228 | 1,496,437 |
| Net Commission | (152,232) | 20,007 | (329) | 19,678 | 753,593 | 10,687 | 764,280 | 13,248 | (2,920) | (29,392) | 3,090 | 69,504 | 93,528 | (1,445) | (89,785) | (229,689) | 590,419 | 457,865 |
| Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below: | | | | | | | | | | | | | | | | | | |
| Agents | 32,740 | 16,304 | 418 | 16,721 | 203,003 | 22,204 | 225,206 | 11,351 | 1,125 | 6,603 | (8) | 19,399 | 217,306 | - | - | 35,094 | 516,076 | 565,538 |
| Brokers | 99,507 | 21,763 | 1,251 | 23,013 | 400,554 | 5,624 | 406,178 | 2,057 | 4,277 | 15,894 | 5,317 | 5,272 | 70,321 | 1,108 | 1,002 | 33,042 | 544,266 | 666,785 |
| Corporate Agency | 141,069 | 1,502 | 11 | 1,512 | 148,111 | 1,729 | 149,840 | 962 | 102 | 1,078 | - | 49,453 | 155,329 | - | 20 | 170,245 | 527,030 | 669,611 |
| Referral | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Others (pl. specify) | 459 | 12 | - | 12 | 38,294 | 6 | 38,299 | 39 | - | 4 | - | 5 | 2,261 | - | - | 68 | 40,675 | 41,147 |
| TOTAL (B) | 273,775 | 39,580 | 1,679 | 41,259 | 789,961 | 29,563 | 819,524 | 14,409 | 5,504 | 23,378 | 5,309 | 74,128 | 445,217 | 1,108 | 1,022 | 238,449 | 1,628,048 | 1,943,082 |

| 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 2021 | For the year ended 31 March 2021 | For the year ended 31 March 2021 | For the year ended 31 March 2021 | For the year ended 31 March 2021 | For the year ended 31 March 2021 | For the year ended 31 March 2021 | For the year ended 31 March 2021 | For the year ended 31 March 2021 | For the year ended 31 March 2021 | For the year ended 31 March 2021 | For the year ended 31 March 2021 | For the year ended 31 March 2021 | For the year ended 31 March 2021 | For the year ended 31 March 2021 | For the year ended 31 March 2021 | For the year ended 31 March 2021 | | For the year ended 31 March 2021 |
| (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 | 1,329,364 | 139,078 | (500) | 138,578 | 3,287,961 | 306,864 | 3,594,825 | 59,025 | 33,352 | 155,963 | 8,261 | 234,933 | 1,685,028 | 7,579 | 1,340 | 705,641 | 6,485,947 | 7,953,889 | |
| Add: Re-insurance Accepted | 52,504 | - | - | - | - | - | - | - | - | 6,204 | - | - | - | - | - | 1,057 | 7,261 | 59,765 | |
| Less: Commission on Re-insurance Ceded | 3,005,313 | 49,318 | 4,599 | 53,917 | 166,874 | 1,090,698 | 1,257,572 | 4,845 | 26,455 | 313,076 | 7,992 | 17,305 | 874,472 | 11,768 | 1,141,878 | 805,335 | 4,460,698 | 7,519,928 | |
| Net Commission | (1,623,445) | 89,760 | (5,099) | 84,661 | 3,121,087 | (783,834) | 2,337,253 | 54,180 | 6,897 | (150,909) | 269 | 217,628 | 810,556 | (4,189) | (1,140,538) | (98,637) | 2,032,510 | 493,726 | |
| Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below: | | | | | | | | | | | | | | | | | | | |
| Agents | 181,532 | 70,354 | 17 | 70,368 | 571,413 | 171,577 | 742,990 | 39,692 | 11,113 | 26,428 | - | 63,102 | 801,977 | - | - | 154,004 | 1,839,306 | 2,091,205 | |
| Brokers | 585,508 | 64,920 | (586) | 64,335 | 2,102,892 | 95,174 | 2,198,066 | 16,642 | 22,006 | 125,398 | 8,261 | 36,566 | 331,861 | 7,579 | 1,178 | 239,863 | 2,987,420 | 3,637,263 | |
| Corporate Agency | 558,042 | 3,554 | 69 | 3,624 | 420,681 | 39,886 | 460,567 | 2,462 | 233 | 4,063 | - | 135,199 | 544,994 | - | 162 | 311,300 | 1,458,980 | 2,020,646 | |
| Referral | 4,282 | 250 | - | 251 | 192,975 | 227 | 193,202 | 229 | - | 74 | - | 66 | 6,196 | - | - | 475 | 200,242 | 204,775 | |
| Others (pl. specify) | - | - | - | 1 | - | - | - | - | - | - | - | - | - | - | - | - | (1) | - | |
| TOTAL (B) | 1,329,364 | 139,078 | (500) | 138,578 | 3,287,961 | 306,864 | 3,594,825 | 59,025 | 33,352 | 155,963 | 8,261 | 234,933 | 1,685,028 | 7,579 | 1,340 | 705,641 | 6,485,947 | 7,953,889 | |

| 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 | 1,074,635 | 205,459 | 2,368 | 207,827 | 3,429,803 | 292,816 | 3,722,619 | 63,056 | 29,493 | 121,618 | 5,669 | 313,603 | 1,640,757 | 1,691 | 1,062 | 1,093,176 | 6,992,744 | 8,275,206 | |
| Add: Re-insurance Accepted | 44,308 | - | - | - | - | - | - | - | - | 7,926 | - | - | - | - | - | 153 | 8,079 | 52,387 | |
| Less: Commission on Re-insurance Ceded | 2,561,298 | 48,361 | 8,408 | 56,769 | (6,579) | 79,220 | 72,641 | 5,040 | 25,041 | 226,826 | 6,338 | 20,530 | 1,166,970 | 8,247 | 977,486 | 2,284,070 | 4,793,189 | 7,411,256 | |
| Net Commission | (1,442,355) | 157,098 | (6,040) | 151,058 | 3,436,382 | 213,596 | 3,649,978 | 58,016 | 4,452 | (97,282) | (669) | 293,073 | 473,787 | (6,556) | (976,424) | (1,190,741) | 2,207,634 | 916,337 | |
| Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below: | | | | | | | | | | | | | | | | | | | |
| Agents | 154,839 | 77,954 | 412 | 78,366 | 824,969 | 174,378 | 999,347 | 44,590 | 11,473 | 28,567 | (63) | 72,408 | 764,478 | - | - | 140,719 | 2,061,518 | 2,294,722 | |
| Brokers | 401,116 | 122,252 | 1,856 | 124,107 | 1,866,238 | 78,484 | 1,944,722 | 14,911 | 17,731 | 88,051 | 5,732 | 28,412 | 355,979 | 1,937 | 1,041 | 243,571 | 2,702,089 | 3,227,313 | |
| Corporate Agency | 517,853 | 5,235 | 100 | 5,335 | 550,141 | 39,042 | 589,183 | 3,467 | 290 | 4,938 | - | 212,636 | 512,341 | (246) | 20 | 708,540 | 2,031,168 | 2,554,356 | |
| Referral | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| Others (pl. specify) | 827 | 19 | - | 19 | 188,455 | 912 | 189,367 | 89 | (1) | 62 | - | 147 | 7,959 | - | - | 348 | 197,970 | 198,816 | |
| TOTAL (B) | 1,074,635 | 205,459 | 2,368 | 207,827 | 3,429,803 | 292,816 | 3,722,619 | 63,056 | 29,493 | 121,618 | 5,669 | 313,603 | 1,640,757 | 1,691 | 1,062 | 1,093,177 | 6,992,745 | 8,275,206 | |