

FORM NL-6-COMMISSION SCHEDULE

COMMISSION [NET]

For The Quarter Ended MARCH 31, 2012	FIRE	MARINE CARGO	MARINE HULL	MISCELLANEOUS											(₹ '000) For The Quarter Ended MARCH 31, 2012	
				Motor OD	Motor TP	Workmen's Compensation	Personal Accident	Health Insurance	Liability	Engineering	Aviation	Trade Credit	Others	Total	Grand Total	
				Commission Paid - Direct	21,002	2,204	-	24,603	-	370	928	13,361	224	3,260	-	226
Add: Commission on Reinsurance accepted	330	-	-	-	(1,370)	-	-	-	-	77	-	-	-	(1,293)	(963)	
Less : Commission on Reinsurance ceded	19,757	3,125	-	7,877	-	195	250	1,349	104	5,995	-	237	10,472	26,479	49,361	
<b>Net Commission</b>	<b>1,575</b>	<b>(921)</b>	<b>-</b>	<b>16,726</b>	<b>(1,370)</b>	<b>175</b>	<b>678</b>	<b>12,012</b>	<b>120</b>	<b>(2,658)</b>	<b>-</b>	<b>(11)</b>	<b>10,716</b>	<b>36,388</b>	<b>37,042</b>	
<b>Break up of Gross Commission</b>																
Agents	956	400	-	10,083	-	199	163	2,089	84	514	-	-	894	14,026	15,382	
Brokers	2,852	1,372	-	2,641	-	73	170	1,738	126	2,262	-	226	396	7,632	11,856	
Corporate Agents	17,143	432	-	11,861	-	98	501	9,533	14	478	-	-	19,661	42,146	59,721	
Referral	51	-	-	18	-	-	94	1	-	6	-	-	237	356	407	
<b>TOTAL (B)</b>	<b>21,002</b>	<b>2,204</b>	<b>-</b>	<b>24,603</b>	<b>-</b>	<b>370</b>	<b>928</b>	<b>13,361</b>	<b>224</b>	<b>3,260</b>	<b>-</b>	<b>226</b>	<b>21,188</b>	<b>64,160</b>	<b>87,366</b>	

Up To The Quarter Ended MARCH 31, 2012	FIRE	MARINE CARGO	MARINE HULL	MISCELLANEOUS											(₹ '000) Up To The Quarter Ended MARCH 31, 2012	
				Motor OD	Motor TP	Workmen's Compensation	Personal Accident	Health Insurance	Liability	Engineering	Aviation	Trade Credit	Others	Total	Grand Total	
				Commission Paid - Direct	66,823	9,247	-	57,396	-	1,443	5,848	41,273	1,080	8,268	-	226
Add: Reinsurance accepted	330	-	-	-	2,709	-	-	-	-	77	-	-	-	2,786	3,116	
Less : Reinsurance ceded	76,664	16,547	-	31,982	-	571	1,613	4,795	562	12,721	-	237	28,519	81,000	174,211	
<b>Net Commission</b>	<b>(9,511)</b>	<b>(7,300)</b>	<b>-</b>	<b>25,414</b>	<b>2,709</b>	<b>872</b>	<b>4,235</b>	<b>36,478</b>	<b>518</b>	<b>(4,376)</b>	<b>-</b>	<b>(11)</b>	<b>36,589</b>	<b>102,428</b>	<b>85,617</b>	
<b>Break up of Gross Commission</b>																
Agents	3,333	1,272	-	18,374	-	495	683	3,948	405	1,312	-	-	2,966	28,183	32,788	
Brokers	7,398	6,960	-	5,576	-	689	1,111	5,390	584	4,433	-	226	1,668	19,677	34,035	
Corporate Agents	55,814	1,015	-	33,369	-	259	3,385	31,934	91	2,508	-	-	59,668	131,214	188,043	
Referral	278	-	-	77	-	-	689	1	-	15	-	-	806	1,568	1,846	
<b>TOTAL (B)</b>	<b>66,823</b>	<b>9,247</b>	<b>-</b>	<b>57,396</b>	<b>-</b>	<b>1,443</b>	<b>5,848</b>	<b>41,273</b>	<b>1,080</b>	<b>8,268</b>	<b>-</b>	<b>226</b>	<b>65,108</b>	<b>180,642</b>	<b>256,712</b>	

Note: The profit / commission, if any, are to be combined with the Re-insurance accepted or Re-insurance ceded

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COMMISSION [NET]

(₹ '000)

For the corresponding quarter of the preceeding Year Ended MARCH 31, 2011	FIRE	MARINE CARGO	MARINE HULL	MISCELLANEOUS											For the corresponding quarter of the preceeding Year Ended MARCH 31, 2011
				Motor OD	Motor TP	Workmen's Compensation	Personal Accident	Health Insurance	Liability	Engineering	Aviation	Trade Credit	Others	Total	
<b>Commission Paid - Direct</b>	12,763	2,205	-	11,332	-	193	606	8,853	115	1,515	-	-	19,069	41,683	56,651
Add: Reinsurance accepted	320	-	-	-	3,121	-	-	-	-	64	-	-	-	3,185	3,505
Less : Reinsurance ceded	17,612	4,040	-	10,760	41	160	198	999	71	3,600	-	-	5,851	21,680	43,332
<b>Net Commission</b>	<b>(4,529)</b>	<b>(1,835)</b>	<b>-</b>	<b>572</b>	<b>3,080</b>	<b>33</b>	<b>408</b>	<b>7,854</b>	<b>44</b>	<b>(2,021)</b>	<b>-</b>	<b>-</b>	<b>13,218</b>	<b>23,188</b>	<b>16,824</b>
<b>Break up of Gross Commission</b>															
Agents	238	801	-	1,079	-	142	25	855	69	717	-	-	617	3,504	4,543
Brokers	(1,724)	1,124	-	1,217	-	25	106	2,268	31	429	-	-	162	4,238	3,638
Corporate Agents	14,208	280	-	8,976	-	26	307	5,730	15	361	-	-	18,215	33,630	48,118
Referral	41	-	-	60	-	-	168	-	-	8	-	-	75	311	352
<b>TOTAL (B)</b>	<b>12,763</b>	<b>2,205</b>	<b>-</b>	<b>11,332</b>	<b>-</b>	<b>193</b>	<b>606</b>	<b>8,853</b>	<b>115</b>	<b>1,515</b>	<b>-</b>	<b>-</b>	<b>19,069</b>	<b>41,683</b>	<b>56,651</b>

(₹ '000)

Up to the Quarter of the preceeding year Ended MARCH 31, 2011	FIRE	MARINE CARGO	MARINE HULL	MISCELLANEOUS											Up to the Quarter of the preceeding year Ended MARCH 31, 2011
				Motor OD	Motor TP	Workmen's Compensation	Personal Accident	Health Insurance	Liability	Engineering	Aviation	Trade Credit	Others	Total	
<b>Commission Paid - Direct</b>	49,585	6,594	-	37,019	-	908	4,475	26,967	811	5,123	-	-	55,010	130,313	186,492
Add: Reinsurance accepted	320	-	-	-	4,696	-	-	-	-	64	-	-	-	4,760	5,080
Less : Reinsurance ceded	47,589	9,895	-	27,773	(8)	342	933	2,458	421	7,691	-	-	17,151	56,761	114,245
<b>Net Commission</b>	<b>2,316</b>	<b>(3,301)</b>	<b>-</b>	<b>9,246</b>	<b>4,704</b>	<b>566</b>	<b>3,542</b>	<b>24,509</b>	<b>390</b>	<b>(2,504)</b>	<b>-</b>	<b>-</b>	<b>37,859</b>	<b>78,312</b>	<b>77,327</b>
<b>Break up of Gross Commission</b>															
Agents	1,525	1,406	-	7,974	-	498	201	1,331	89	1,491	-	-	1,976	13,560	16,491
Brokers	5,883	4,578	-	3,541	-	292	933	4,370	650	1,779	-	-	695	12,260	22,721
Corporate Agents	41,980	610	-	25,342	-	118	2,512	21,266	72	1,839	-	-	51,965	103,114	145,704
Referral	197	-	-	162	-	-	829	-	-	14	-	-	374	1,379	1,576
<b>TOTAL (B)</b>	<b>49,585</b>	<b>6,594</b>	<b>-</b>	<b>37,019</b>	<b>-</b>	<b>908</b>	<b>4,475</b>	<b>26,967</b>	<b>811</b>	<b>5,123</b>	<b>-</b>	<b>-</b>	<b>55,010</b>	<b>130,313</b>	<b>186,492</b>

Note: The profit / commission, if any, are to be combined with the Re-insurance accepted or Re-insurance ceded