

FORM NL-6-COMMISSION SCHEDULE

COMMISSION [NET]

(₹ '000)

For The Quarter Ended December 31, 2015	FIRE	MARINE CARGO	MARINE HULL	MISCELLANEOUS											For The Quarter Ended December 31, 2015
				Motor OD	Motor TP	Workmen's Compensation	Personal Accident	Health Insurance	Liability	Engineering	Aviation	Trade Credit	Others	Total	Grand Total
<b>Commission Paid - Direct</b>	<b>21,627</b>	<b>2,419</b>	-	<b>25,515</b>	-	<b>397</b>	<b>1,005</b>	<b>23,075</b>	<b>74</b>	<b>2,542</b>	-	<b>230</b>	<b>20,189</b>	<b>73,027</b>	<b>97,073</b>
Add: Commission on Reinsurance accepted	708	-	-	-	-	-	-	-	-	140	-	-	-	140	848
Less : Commission on Reinsurance ceded	5,970	3,806	607	4,114	-	36	348	9,036	8	2,517	-	22	85,333	101,414	111,797
<b>Net Commission</b>	<b>16,365</b>	<b>(1,387)</b>	<b>(607)</b>	<b>21,401</b>	-	<b>361</b>	<b>657</b>	<b>14,039</b>	<b>66</b>	<b>165</b>	-	<b>208</b>	<b>(65,144)</b>	<b>(28,247)</b>	<b>(13,876)</b>
<b>Break up of Gross Commission</b>															
Agents	366	305	-	6,760	-	101	104	1,698	1	95	-	-	583	9,342	10,013
Brokers	2,365	1,844	-	9,020	-	223	286	2,794	3	1,968	-	230	869	15,393	19,602
Corporate Agents	18,895	269	-	9,735	-	74	614	18,583	69	480	-	-	18,740	48,295	67,459
Referral	2	-	-	-	-	-	-	-	-	-	-	-	(3)	(3)	(1)
<b>TOTAL (B)</b>	<b>21,628</b>	<b>2,418</b>	-	<b>25,515</b>	-	<b>398</b>	<b>1,004</b>	<b>23,075</b>	<b>73</b>	<b>2,543</b>	-	<b>230</b>	<b>20,189</b>	<b>73,027</b>	<b>97,073</b>

(₹ '000)

Up To The Quarter Ended December 31, 2015	FIRE	MARINE CARGO	MARINE HULL	MISCELLANEOUS											Up To The Quarter Ended December 31, 2015
				Motor OD	Motor TP	Workmen's Compensation	Personal Accident	Health Insurance	Liability	Engineering	Aviation	Trade Credit	Others	Total	Grand Total
<b>Commission Paid - Direct</b>	<b>72,632</b>	<b>8,720</b>	-	<b>73,513</b>	-	<b>1,394</b>	<b>9,227</b>	<b>98,633</b>	<b>242</b>	<b>7,308</b>	-	<b>747</b>	<b>65,355</b>	<b>256,419</b>	<b>337,771</b>
Add: Reinsurance accepted	2,511	-	-	-	-	-	-	-	-	478	-	-	-	478	2,989
Less : Reinsurance ceded	31,618	11,892	2,169	11,696	-	120	3,159	28,529	33	2,936	-	63	147,442	193,978	239,657
<b>Net Commission</b>	<b>43,525</b>	<b>(3,172)</b>	<b>(2,169)</b>	<b>61,817</b>	-	<b>1,274</b>	<b>6,068</b>	<b>70,104</b>	<b>209</b>	<b>4,850</b>	-	<b>684</b>	<b>(82,087)</b>	<b>62,919</b>	<b>101,103</b>
<b>Break up of Gross Commission</b>															
Agents	2,120	1,287	-	22,026	-	467	418	5,228	22	517	-	-	2,084	30,762	34,169
Brokers	5,983	6,575	-	23,736	-	662	1,735	33,942	67	4,109	-	747	2,717	67,715	80,273
Corporate Agents	64,529	859	-	27,751	-	265	7,074	59,463	154	2,680	-	-	60,554	157,941	223,329
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>TOTAL (B)</b>	<b>72,632</b>	<b>8,721</b>	-	<b>73,513</b>	-	<b>1,394</b>	<b>9,227</b>	<b>98,633</b>	<b>243</b>	<b>7,306</b>	-	<b>747</b>	<b>65,355</b>	<b>256,418</b>	<b>337,771</b>

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

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(₹ '000)

For the corresponding quarter of the preceding period Ended December 31, 2014	FIRE	MARINE CARGO	MARINE HULL	MISCELLANEOUS											For the corresponding quarter of the preceding period ended December 31, 2014
				Motor OD	Motor TP	Workmen's Compensation	Personal Accident	Health Insurance	Liability	Engineering	Aviation	Trade Credit	Others	Total	
Commission Paid - Direct	20,263	3,406	-	25,572	-	591	1,078	23,684	35	4,165	-	283	18,398	73,806	97,475
Add: Reinsurance accepted	508	-	-	-	-	-	-	-	-	144	-	-	-	144	652
Less : Reinsurance ceded	6,047	5,069	-	3,641	-	48	296	4,584	248	7,813	-	26	36,585	53,241	64,357
<b>Net Commission</b>	<b>14,724</b>	<b>(1,663)</b>	<b>-</b>	<b>21,931</b>	<b>-</b>	<b>543</b>	<b>782</b>	<b>19,100</b>	<b>(213)</b>	<b>(3,504)</b>	<b>-</b>	<b>257</b>	<b>(18,187)</b>	<b>20,709</b>	<b>33,770</b>
<b>Break up of Gross Commission</b>															
Agents	541	240	-	10,380	-	206	110	1,491	4	245	-	-	1,125	13,561	14,342
Brokers	1,877	2,902	-	5,450	-	304	109	2,728	20	3,463	-	283	820	13,177	17,956
Corporate Agents	17,844	263	-	9,740	-	81	860	19,464	11	458	-	-	16,448	47,062	65,169
Referral	1	-	-	-	-	-	-	-	-	-	-	-	4	4	5
<b>TOTAL (B)</b>	<b>20,263</b>	<b>3,405</b>	<b>-</b>	<b>25,570</b>	<b>-</b>	<b>591</b>	<b>1,079</b>	<b>23,683</b>	<b>35</b>	<b>4,166</b>	<b>-</b>	<b>283</b>	<b>18,397</b>	<b>73,804</b>	<b>97,472</b>

(₹ '000)

Up to the Quarter of the preceding period ended December 31, 2014	FIRE	MARINE CARGO	MARINE HULL	MISCELLANEOUS											Up to the Quarter of the preceding period ended December 31, 2014
				Motor OD	Motor TP	Workmen's Compensation	Personal Accident	Health Insurance	Liability	Engineering	Aviation	Trade Credit	Others	Total	
Commission Paid - Direct	67,605	10,399	-	67,474	-	1,695	5,462	88,282	150	11,369	-	490	62,566	237,488	315,492
Add: Reinsurance accepted	2,627	-	-	-	-	-	-	-	-	545	-	-	-	545	3,172
Less : Reinsurance ceded	44,857	15,398	-	9,650	-	135	2,436	15,960	312	17,569	-	51	66,301	112,414	172,669
<b>Net Commission</b>	<b>25,375</b>	<b>(4,999)</b>	<b>-</b>	<b>57,824</b>	<b>-</b>	<b>1,560</b>	<b>3,026</b>	<b>72,322</b>	<b>(162)</b>	<b>(5,655)</b>	<b>-</b>	<b>439</b>	<b>(3,735)</b>	<b>125,619</b>	<b>145,995</b>
<b>Break up of Gross Commission</b>															
Agents	2,718	1,535	-	30,224	-	848	649	4,284	32	1,110	-	-	3,562	40,709	44,962
Brokers	4,986	7,743	-	9,708	-	628	1,837	30,832	34	7,321	-	490	2,907	53,757	66,486
Corporate Agents	59,887	1,121	-	27,537	-	218	2,972	53,164	85	2,935	-	-	55,974	142,885	203,893
Referral	14	-	-	4	-	-	3	1	-	3	-	-	124	135	149
<b>TOTAL (B)</b>	<b>67,605</b>	<b>10,399</b>	<b>-</b>	<b>67,473</b>	<b>-</b>	<b>1,694</b>	<b>5,461</b>	<b>88,281</b>	<b>151</b>	<b>11,369</b>	<b>-</b>	<b>490</b>	<b>62,567</b>	<b>237,486</b>	<b>315,490</b>

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