

FORM NL-6-COMMISSION SCHEDULE

COMMISSION [NET]

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| For The Quarter Ended December 31, 2013 | FIRE | MARINE CARGO | MARINE HULL | MISCELLANEOUS | | | | | | | | | | | For The Quarter Ended December 31, 2013 | |
|--|---------------|-----------------|----------------|---------------|----------|---------------------------|----------------------|---------------------|-----------|----------------|------------|-----------------|---------------|---------------|---|--|
| | | | | Motor OD | Motor TP | Workmen's Compensation | Personal Accident | Health Insurance | Liability | Engineering | Aviation | Trade Credit | Others | Total | Grand Total | |
| Commission Paid - Direct | 18,141 | 3,156 | - | 23,804 | - | 317 | 860 | 14,457 | 50 | 3,004 | 543 | 69 | 18,615 | 61,719 | 83,016 | |
| Add: Commission on Reinsurance accepted | 965 | - | - | - | - | - | - | - | - | 188 | - | - | - | 188 | 1,153 | |
| Less : Commission on Reinsurance ceded | 9,160 | 4,580 | - | 10,899 | - | 73 | 255 | 2,346 | 8 | 5,046 | 12 | 7 | 6,259 | 24,905 | 38,645 | |
| Net Commission | 9,946 | (1,424) | - | 12,905 | - | 244 | 605 | 12,111 | 42 | (1,854) | 531 | 62 | 12,356 | 37,002 | 45,524 | |
| Break up of Gross Commission | | | | | | | | | | | | | | | | |
| Agents | 690 | 418 | - | 11,944 | - | 245 | 168 | 1,232 | 16 | 328 | - | - | 1,586 | 15,519 | 16,627 | |
| Brokers | 1,209 | 2,440 | - | 1,724 | - | 39 | 103 | 2,382 | 17 | 1,975 | 181 | 69 | 1,035 | 7,525 | 11,174 | |
| Corporate Agents | 16,233 | 298 | - | 10,135 | - | 33 | 528 | 10,369 | 17 | 700 | 362 | - | 15,927 | 38,071 | 54,602 | |
| Referral | 9 | - | - | 1 | - | - | 61 | 474 | - | 1 | - | - | 67 | 604 | 613 | |
| TOTAL (B) | 18,141 | 3,156 | - | 23,804 | - | 317 | 860 | 14,457 | 50 | 3,004 | 543 | 69 | 18,615 | 61,719 | 83,016 | |

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| Up To The Quarter Ended December 31, 2013 | FIRE | MARINE CARGO | MARINE HULL | MISCELLANEOUS | | | | | | | | | | | Up To The Quarter Ended December 31, 2013 | |
|--|---------------|-----------------|----------------|---------------|----------|---------------------------|----------------------|---------------------|------------|-----------------|------------|-----------------|---------------|----------------|---|--|
| | | | | Motor OD | Motor TP | Workmen's Compensation | Personal Accident | Health Insurance | Liability | Engineering | Aviation | Trade Credit | Others | Total | Grand Total | |
| Commission Paid - Direct | 66,236 | 11,350 | - | 71,453 | - | 1,483 | 4,815 | 50,615 | 269 | 9,468 | 543 | 110 | 61,173 | 199,929 | 277,515 | |
| Add: Reinsurance accepted | 3,304 | - | - | - | - | - | - | - | - | 672 | - | - | - | 672 | 3,976 | |
| Less : Reinsurance ceded | 45,097 | 22,375 | - | 16,680 | - | 171 | 1,902 | 5,984 | 38 | 21,047 | 118 | (849) | 23,694 | 68,785 | 136,257 | |
| Net Commission | 24,443 | (11,025) | - | 54,773 | - | 1,312 | 2,913 | 44,631 | 231 | (10,907) | 425 | 959 | 37,479 | 131,816 | 145,234 | |
| Break up of Gross Commission | | | | | | | | | | | | | | | | |
| Agents | 3,938 | 2,031 | - | 37,330 | - | 953 | 734 | 3,683 | 122 | 1,529 | - | - | 4,306 | 48,657 | 54,626 | |
| Brokers | 8,895 | 8,112 | - | 6,101 | - | 284 | 1,386 | 14,583 | 64 | 4,988 | 181 | 110 | 2,890 | 30,587 | 47,594 | |
| Corporate Agents | 53,300 | 1,207 | - | 28,001 | - | 246 | 2,382 | 31,872 | 83 | 2,939 | 362 | - | 53,709 | 119,594 | 174,101 | |
| Referral | 103 | - | - | 21 | - | - | 313 | 477 | - | 12 | - | - | 268 | 1,091 | 1,194 | |
| TOTAL (B) | 66,236 | 11,350 | - | 71,453 | - | 1,483 | 4,815 | 50,615 | 269 | 9,468 | 543 | 110 | 61,173 | 199,929 | 277,515 | |

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

FORM NL-6-COMMISSION SCHEDULE

COMMISSION [NET]

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| For the corresponding quarter of the preceding Year Ended December 31, 2012 | FIRE | MARINE CARGO | MARINE HULL | MISCELLANEOUS | | | | | | | | | | | For the corresponding quarter of the preceding Year Ended December 31, 2012 |
|---|---------------|----------------|-------------|---------------|----------|------------------------|-------------------|------------------|------------|--------------|----------|--------------|---------------|---------------|---|
| | | | | Motor OD | Motor TP | Workmen's Compensation | Personal Accident | Health Insurance | Liability | Engineering | Aviation | Trade Credit | Others | Total | |
| Commission Paid - Direct | 18,225 | 3,599 | - | 32,759 | - | 445 | 927 | 13,778 | 415 | 1,958 | - | 109 | 17,271 | 67,662 | 89,486 |
| Add: Reinsurance accepted | 778 | - | - | - | - | - | - | - | - | 183 | - | - | - | 183 | 961 |
| Less : Reinsurance ceded | 12,759 | 4,717 | - | 5,977 | - | 71 | 239 | 1,241 | 250 | 2,800 | - | 178 | 5,571 | 16,327 | 33,803 |
| Net Commission | 6,244 | (1,118) | - | 26,782 | - | 374 | 688 | 12,537 | 165 | (659) | - | (69) | 11,700 | 51,518 | 56,644 |
| Break up of Gross Commission | | | | | | | | | | | | | | | |
| Agents | 1,021 | 764 | - | 19,699 | - | 199 | 289 | 1,470 | 181 | 633 | - | - | 1,206 | 23,677 | 25,462 |
| Brokers | 3,159 | 2,460 | - | 3,446 | - | 154 | 129 | 1,803 | 214 | 902 | - | 109 | 737 | 7,494 | 13,113 |
| Corporate Agents | 14,017 | 375 | - | 9,603 | - | 92 | 350 | 9,770 | 20 | 418 | - | - | 15,205 | 35,458 | 49,850 |
| Referral | 28 | - | - | 11 | - | - | 159 | 735 | - | 5 | - | - | 123 | 1,033 | 1,061 |
| TOTAL (B) | 18,225 | 3,599 | - | 32,759 | - | 445 | 927 | 13,778 | 415 | 1,958 | - | 109 | 17,271 | 67,662 | 89,486 |

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| Up to the Quarter of the preceding Year Ended December 31, 2012 | FIRE | MARINE CARGO | MARINE HULL | MISCELLANEOUS | | | | | | | | | | | Up to the Quarter of the preceding Year Ended December 31, 2012 |
|---|---------------|----------------|-------------|---------------|----------|------------------------|-------------------|------------------|--------------|----------------|----------|--------------|---------------|----------------|---|
| | | | | Motor OD | Motor TP | Workmen's Compensation | Personal Accident | Health Insurance | Liability | Engineering | Aviation | Trade Credit | Others | Total | |
| Commission Paid - Direct | 58,246 | 10,926 | - | 82,259 | - | 1,516 | 4,388 | 35,413 | 1,532 | 7,704 | - | 299 | 56,312 | 189,423 | 258,595 |
| Add: Reinsurance accepted | 2,217 | - | - | - | - | - | - | - | - | 459 | - | - | - | 459 | 2,676 |
| Less : Reinsurance ceded | 39,085 | 15,994 | - | 15,841 | - | 272 | 1,439 | 4,210 | 541 | 9,887 | - | 579 | 21,429 | 54,198 | 109,277 |
| Net Commission | 21,378 | (5,068) | - | 66,418 | - | 1,244 | 2,949 | 31,203 | 991 | (1,724) | - | (280) | 34,883 | 135,684 | 151,994 |
| Break up of Gross Commission | | | | | | | | | | | | | | | |
| Agents | 4,373 | 2,571 | - | 47,605 | - | 969 | 649 | 2,913 | 638 | 2,106 | - | 135 | 3,677 | 58,692 | 65,636 |
| Brokers | 6,759 | 7,378 | - | 8,214 | - | 371 | 656 | 3,815 | 748 | 3,349 | - | 164 | 1,643 | 18,960 | 33,097 |
| Corporate Agents | 46,904 | 977 | - | 26,394 | - | 176 | 2,534 | 27,947 | 146 | 2,239 | - | - | 50,588 | 110,024 | 157,905 |
| Referral | 210 | - | - | 46 | - | - | 549 | 738 | - | 10 | - | - | 404 | 1,747 | 1,957 |
| TOTAL (B) | 58,246 | 10,926 | - | 82,259 | - | 1,516 | 4,388 | 35,413 | 1,532 | 7,704 | - | 299 | 56,312 | 189,423 | 258,595 |

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