

## Kotak Mahindra General Insurance Company Limited

IRDAI Registration No. 152 Dated November 18, 2015



SCHEDULES TO AND FORMING PART OF THE REVENUE ACCOUNTS AND PROFIT AND LOSS ACCOUNT FOR THE QUARTER ENDED ON AND TO BALANCE SHEET AS AT September 30,2018

FORM NL-6-COMMISSION SCHEDULE  
COMMISSION

Rs '000

Particulars	Fire	Marine	For the quarter ended September 30,2018											Grand Total		
			Miscellaneous													
			Motor OD	Motor TP	Motor Total	Workmen's Compensation	Personal Accident	Health Insurance	Liability	Engineering	Trade Credit	Aviation	Others		Miscellaneous Total	
<b>Commission paid</b>																
Commission Paid Direct	5,274	-	38,453	4	38,457	-	76	18,292	-	39	-	-	6,080	62,944	68,218	
Add: Re-insurance Accepted	136	-	-	-	-	-	-	-	-	8	-	-	-	8	144	
Less: Commission on Re-insurance Ceded	4,338	-	1,758	534	2,292	-	6,870	2,163	-	28	-	-	696	12,049	16,387	
<b>Net Commission</b>	<b>1,072</b>	<b>-</b>	<b>36,695</b>	<b>(530)</b>	<b>36,165</b>	<b>-</b>	<b>(6,794)</b>	<b>16,129</b>	<b>-</b>	<b>19</b>	<b>-</b>	<b>-</b>	<b>5,384</b>	<b>50,903</b>	<b>51,975</b>	
<b>Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:</b>																
Agents	2	-	3,096	1	3,097	-	-	69	-	-	-	-	36	3,202	3,204	
Brokers	217	-	11,074	-	11,074	-	64	3,207	-	-	-	-	180	14,525	14,742	
Corporate Agency	5,055	-	15,779	3	15,782	-	12	14,965	-	39	-	-	5,864	36,662	41,717	
Others	-	-	8,504	-	8,504	-	-	51	-	-	-	-	-	8,555	8,555	
<b>TOTAL</b>	<b>5,274</b>	<b>-</b>	<b>38,453</b>	<b>4</b>	<b>38,457</b>	<b>-</b>	<b>76</b>	<b>18,292</b>	<b>-</b>	<b>39</b>	<b>-</b>	<b>-</b>	<b>6,080</b>	<b>62,944</b>	<b>68,218</b>	

Particulars	Fire	Marine	Upto the quarter ended September 30,2018											Grand Total	
			Miscellaneous												
			Motor OD	Motor TP	Motor Total	Workmen's Compensation	Personal Accident	Health Insurance	Liability	Engineering	Trade Credit	Aviation	Others		Miscellaneous Total
<b>Commission paid</b>															
Commission Paid Direct	7,897	-	71,359	10	71,369	-	137	27,105	-	49	-	-	8,096	106,756	114,653
Add: Re-insurance Accepted	224	-	-	-	-	-	-	-	-	23	-	-	-	23	247
Less: Commission on Re-insurance Ceded	6,708	-	3,239	985	4,224	-	10,694	3,085	-	50	-	-	876	18,929	25,637
<b>Net Commission</b>	<b>1,413</b>	<b>-</b>	<b>68,120</b>	<b>(975)</b>	<b>67,145</b>	<b>-</b>	<b>(10,557)</b>	<b>24,020</b>	<b>-</b>	<b>22</b>	<b>-</b>	<b>-</b>	<b>7,220</b>	<b>87,850</b>	<b>89,263</b>
<b>Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:</b>															
Agents	41	-	6,680	1	6,681	-	8	157	-	-	-	-	79	6,925	6,966
Brokers	295	-	20,393	-	20,393	-	115	3,899	-	-	-	-	212	24,619	24,914
Corporate Agency	7,561	-	29,235	8	29,243	-	14	22,943	-	49	-	-	7,805	60,054	67,615
Others	0	-	15,051	1	15,052	-	-	106	-	-	-	-	-	15,158	15,158
<b>TOTAL</b>	<b>7,897</b>	<b>-</b>	<b>71,359</b>	<b>10</b>	<b>71,369</b>	<b>-</b>	<b>137</b>	<b>27,105</b>	<b>-</b>	<b>49</b>	<b>-</b>	<b>-</b>	<b>8,096</b>	<b>106,756</b>	<b>114,653</b>

Particulars	Fire	Marine	For the quarter ended September 30,2017											Grand Total	
			Miscellaneous												
			Motor OD	Motor TP	Motor Total	Workmen's Compensation	Personal Accident	Health Insurance	Liability	Engineering	Trade Credit	Aviation	Others		Miscellaneous Total
<b>Commission paid</b>															
Commission Paid Direct	1,901	-	29,529	7	29,535	-	19	7,386	-	-	-	-	2,013	38,954	40,855
Add: Re-insurance Accepted	142	-	-	-	-	-	-	-	-	14	-	-	-	14	156
Less: Commission on Re-insurance Ceded	1,916	-	1,389	321	1,710	-	8,246	385	-	-	-	-	1,502	11,842	13,758
<b>Net Commission</b>	<b>127</b>	<b>-</b>	<b>28,140</b>	<b>(315)</b>	<b>27,825</b>	<b>-</b>	<b>(8,226)</b>	<b>7,002</b>	<b>-</b>	<b>14</b>	<b>-</b>	<b>-</b>	<b>512</b>	<b>27,126</b>	<b>27,253</b>
<b>Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:</b>															
Agents	27	-	2,871	3	2,874	-	1	48	-	-	-	-	2	2,925	2,952
Brokers	23	-	7,148	-	7,148	-	19	338	-	-	-	-	2	7,507	7,530
Corporate Agency	(594)	-	(5,928)	(5)	(5,933)	-	(6)	(5,244)	-	-	-	-	(873)	(12,056)	(12,650)
Others	2,444	-	25,437	8	25,445	-	6	12,244	-	-	-	-	2,882	40,578	43,023
<b>TOTAL</b>	<b>1,901</b>	<b>-</b>	<b>29,528</b>	<b>7</b>	<b>29,535</b>	<b>-</b>	<b>19</b>	<b>7,386</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2,013</b>	<b>38,954</b>	<b>40,855</b>

Particulars	Fire	Marine	Upto the quarter ended September 30,2017											Grand Total	
			Miscellaneous												
			Motor OD	Motor TP	Motor Total	Workmen's Compensation	Personal Accident	Health Insurance	Liability	Engineering	Trade Credit	Aviation	Others		Miscellaneous Total
<b>Commission paid</b>															
Commission Paid Direct	2,522	-	52,965	18	52,983	-	27	12,682	-	-	-	-	2,889	68,581	71,103
Add: Re-insurance Accepted	231	-	-	-	-	-	-	-	-	21	-	-	-	21	252
Less: Commission on Re-insurance Ceded	2,567	-	2,668	637	3,305	-	13,619	651	-	-	-	-	2,139	19,714	22,281
<b>Net Commission</b>	<b>186</b>	<b>-</b>	<b>50,297</b>	<b>(619)</b>	<b>49,678</b>	<b>-</b>	<b>(13,592)</b>	<b>12,031</b>	<b>-</b>	<b>21</b>	<b>-</b>	<b>-</b>	<b>750</b>	<b>48,888</b>	<b>49,074</b>
<b>Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:</b>															
Agents	36	-	4,094	10	4,104	-	1	61	-	-	-	-	4	4,170	4,206
Brokers	42	-	13,849	-	13,849	-	20	363	-	-	-	-	3	14,235	14,277
Corporate Agency	-	-	5,173	-	5,173	-	-	7	-	-	-	-	-	5,180	5,180
Others	2,444	-	29,849	8	29,857	-	6	12,251	-	-	-	-	2,882	44,996	47,440
<b>TOTAL</b>	<b>2,522</b>	<b>-</b>	<b>52,965</b>	<b>18</b>	<b>52,983</b>	<b>-</b>	<b>27</b>	<b>12,682</b>	<b>-</b>	<b>21</b>	<b>-</b>	<b>-</b>	<b>2,889</b>	<b>68,582</b>	<b>71,103</b>