

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, 2019

FORM NL-6-COMMISSION SCHEDULE
COMMISSION

Rs '000

| For the quarter ended September 30, 2019 | | | | | | | | | | | | | | |
|--|---------------|----------|---------------|--------------|---------------|------------------------|-------------------|------------------|-----------|-------------|--------------|----------|--------------|---------------|
| Particulars | Fire | Marine | Miscellaneous | | | | | | | | | | | Grand Total |
| | | | Motor OD | Motor TP | Motor Total | Workmen's Compensation | Personal Accident | Health Insurance | Liability | Engineering | Trade Credit | Aviation | Others | |
| Commission paid | | | | | | | | | | | | | | |
| Commission Paid Direct | 12,748 | - | 49,777 | 8 | 49,785 | 106 | 2,606 | 25,661 | - | 206 | - | - | 6,008 | 84,372 |
| Add: Re-insurance Accepted | 186 | - | - | - | - | - | - | - | - | 15 | - | - | - | 15 |
| Less: Commission on Re-insurance Ceded | 3,406 | - | 2,216 | 703 | 2,919 | 6 | 16,684 | 2,563 | 47 | - | - | - | 1,639 | 23,858 |
| Net Commission | 9,528 | - | 47,561 | (695) | 46,866 | 100 | (14,078) | 23,098 | - | 174 | - | - | 4,369 | 60,529 |
| Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below: | | | | | | | | | | | | | | |
| Agents | 3 | - | 3,095 | 4 | 3,099 | 1 | - | 360 | - | 20 | - | - | - | 3,480 |
| Brokers | 237 | - | 25,575 | 2 | 25,577 | 14 | 2,602 | 1,446 | - | 141 | - | - | (28) | 29,989 |
| Corporate Agency | 12,508 | - | 14,033 | 1 | 14,034 | 91 | 4 | 22,058 | - | 45 | - | - | 6,036 | 42,268 |
| Others | - | - | 7,074 | 1 | 7,075 | - | - | 1,797 | - | - | - | - | - | 8,872 |
| TOTAL | 12,748 | - | 49,777 | 8 | 49,785 | 106 | 2,606 | 25,661 | - | 206 | - | - | 6,008 | 84,372 |

| Upto the quarter ended September 30, 2019 | | | | | | | | | | | | | | |
|--|---------------|----------|---------------|----------------|---------------|------------------------|-------------------|------------------|-----------|--------------|--------------|----------|--------------|----------------|
| Particulars | Fire | Marine | Miscellaneous | | | | | | | | | | | Grand Total |
| | | | Motor OD | Motor TP | Motor Total | Workmen's Compensation | Personal Accident | Health Insurance | Liability | Engineering | Trade Credit | Aviation | Others | |
| Commission paid | | | | | | | | | | | | | | |
| Commission Paid Direct | 21,307 | - | 93,374 | 13 | 93,387 | 217 | 6,085 | 45,082 | - | 1,565 | - | - | 9,238 | 155,574 |
| Add: Re-insurance Accepted | 478 | - | - | - | - | - | - | - | - | 44 | - | - | - | 44 |
| Less: Commission on Re-insurance Ceded | 6,458 | - | 4,138 | 1,273 | 5,411 | 13 | 31,216 | 5,410 | - | 1,203 | - | - | 2,651 | 45,904 |
| Net Commission | 15,327 | - | 89,236 | (1,260) | 87,976 | 204 | (25,131) | 39,672 | - | 406 | - | - | 6,587 | 109,714 |
| Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below: | | | | | | | | | | | | | | |
| Agents | 101 | - | 7,139 | 6 | 7,145 | 28 | - | 433 | - | 20 | - | - | 9 | 7,635 |
| Brokers | 434 | - | 45,404 | 3 | 45,407 | 42 | 6,080 | 3,895 | - | 1,451 | - | - | 677 | 57,986 |
| Corporate Agency | 20,772 | - | 26,490 | 2 | 26,492 | 147 | 5 | 38,356 | - | 94 | - | - | 8,552 | 73,646 |
| Others | - | - | 14,341 | 2 | 14,343 | - | - | 2,398 | - | - | - | - | - | 16,741 |
| TOTAL | 21,307 | - | 93,374 | 13 | 93,387 | 217 | 6,085 | 45,082 | - | 1,565 | - | - | 9,238 | 176,881 |

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

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