

## 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 June 30, 2019

FORM NL-6-COMMISSION SCHEDULE  
COMMISSION

Rs '000

For the quarter ended June 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		Miscellaneous Total
<b>Commission paid</b>															
Commission Paid Direct	8,559	-	43,597	5	43,602	111	3,479	19,421	-	1,359	-	-	3,230	71,202	79,761
Add: Re-insurance Accepted	292	-	-	-	-	-	-	-	-	29	-	-	-	29	321
Less: Commission on Re-insurance Ceded	3,052	-	1,922	570	2,492	7	14,532	2,847	-	1,156	-	-	1,012	22,046	25,098
<b>Net Commission</b>	<b>5,799</b>	<b>-</b>	<b>41,675</b>	<b>(565)</b>	<b>41,110</b>	<b>104</b>	<b>(11,053)</b>	<b>16,574</b>	<b>-</b>	<b>232</b>	<b>-</b>	<b>-</b>	<b>2,218</b>	<b>49,185</b>	<b>54,984</b>
<b>Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:</b>															
Agents	98	-	4,044	2	4,046	27	-	73	-	-	-	-	9	4,155	4,253
Brokers	197	-	19,829	1	19,830	28	3,478	2,449	-	1,310	-	-	705	27,800	27,997
Corporate Agency	8,264	-	12,457	1	12,458	56	1	16,298	-	49	-	-	2,516	31,378	39,642
Others	-	-	7,267	1	7,268	-	-	601	-	-	-	-	-	7,869	7,869
<b>TOTAL</b>	<b>8,559</b>	<b>-</b>	<b>43,597</b>	<b>5</b>	<b>43,602</b>	<b>111</b>	<b>3,479</b>	<b>19,421</b>	<b>-</b>	<b>1,359</b>	<b>-</b>	<b>-</b>	<b>3,230</b>	<b>71,202</b>	<b>79,761</b>

Upto the quarter ended June 30, 2019															
Particulars	Fire	Marine	Miscellaneous											Grand Total	
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<b>Commission paid</b>															
Commission Paid Direct	2,623	-	32,906	6	32,912	-	61	8,813	-	10	-	-	2,016	43,812	46,435
Add: Re-insurance Accepted	88	-	-	-	-	-	-	-	-	15	-	-	-	15	103
Less: Commission on Re-insurance Ceded	2,370	-	1,481	451	1,932	-	3,824	922	-	22	-	-	180	6,880	9,250
<b>Net Commission</b>	<b>341</b>	<b>-</b>	<b>31,425</b>	<b>(445)</b>	<b>30,980</b>	<b>-</b>	<b>(3,763)</b>	<b>7,891</b>	<b>-</b>	<b>3</b>	<b>-</b>	<b>-</b>	<b>1,836</b>	<b>36,947</b>	<b>37,288</b>
<b>Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:</b>															
Agents	39	-	3,584	-	3,584	-	8	88	-	-	-	-	43	3,723	3,762
Brokers	78	-	9,319	-	9,319	-	51	692	-	-	-	-	32	10,094	10,172
Corporate Agency	2,506	-	13,456	5	13,461	-	2	7,978	-	10	-	-	1,941	23,392	25,898
Others	-	-	6,547	1	6,548	-	-	55	-	-	-	-	-	6,603	6,603
<b>TOTAL</b>	<b>2,623</b>	<b>-</b>	<b>32,906</b>	<b>6</b>	<b>32,912</b>	<b>-</b>	<b>61</b>	<b>8,813</b>	<b>-</b>	<b>10</b>	<b>-</b>	<b>-</b>	<b>2,016</b>	<b>43,812</b>	<b>46,435</b>

Upto the quarter ended June 30, 2018															
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