

## 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 March 31,2019

FORM NL-6-COMMISSION SCHEDULE  
COMMISSION

Rs '000

For the quarter ended March 31,2019															
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	6,921	-	50,385	7	50,392	435	1,746	23,722	-	106	-	-	3,599	80,000	86,921
Add: Re-insurance Accepted	72	-	-	-	-	-	-	-	-	12	-	-	-	12	84
Less: Commission on Re-insurance Ceded	4,671	-	2,203	641	2,844	22	17,793	2,650	-	321	-	-	777	24,407	29,078
<b>Net Commission</b>	<b>2,322</b>	<b>-</b>	<b>48,182</b>	<b>(634)</b>	<b>47,548</b>	<b>413</b>	<b>(16,047)</b>	<b>21,072</b>	<b>-</b>	<b>(203)</b>	<b>-</b>	<b>-</b>	<b>2,822</b>	<b>55,605</b>	<b>57,927</b>
<b>Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:</b>															
Agents	103	-	5,118	3	5,121	79	38	350	-	-	-	-	(74)	5,514	5,617
Brokers	300	-	20,392	-	20,392	228	1,704	3,836	-	39	-	-	35	26,234	26,534
Corporate Agency	6,518	-	14,779	3	14,782	128	4	18,750	-	67	-	-	3,638	37,369	43,887
Others	-	-	10,096	1	10,097	-	-	786	-	-	-	-	-	10,883	10,883
<b>TOTAL</b>	<b>6,921</b>	<b>-</b>	<b>50,385</b>	<b>7</b>	<b>50,392</b>	<b>435</b>	<b>1,746</b>	<b>23,722</b>	<b>-</b>	<b>106</b>	<b>-</b>	<b>-</b>	<b>3,599</b>	<b>80,000</b>	<b>86,921</b>

Upto the quarter ended March 31,2019															
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	20,005	-	171,286	27	171,313	435	2,167	63,988	-	375	-	-	16,953	255,231	275,236
Add: Re-insurance Accepted	353	-	-	-	-	-	-	-	-	55	-	-	-	55	408
Less: Commission on Re-insurance Ceded	16,072	-	7,771	2,352	10,123	22	40,137	6,942	-	587	-	-	2,515	60,326	76,398
<b>Net Commission</b>	<b>4,286</b>	<b>-</b>	<b>163,515</b>	<b>(2,325)</b>	<b>161,190</b>	<b>413</b>	<b>(37,970)</b>	<b>57,046</b>	<b>-</b>	<b>(157)</b>	<b>-</b>	<b>-</b>	<b>14,438</b>	<b>194,960</b>	<b>199,246</b>
<b>Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:</b>															
Agents	156	-	16,038	10	16,048	79	56	764	-	-	-	-	13	16,960	17,116
Brokers	901	-	60,616	1	60,617	228	2,083	8,482	-	239	-	-	428	72,077	72,978
Corporate Agency	18,948	-	60,111	13	60,124	128	28	53,778	-	136	-	-	16,512	130,706	149,654
Others	-	-	34,521	3	34,524	-	-	964	-	-	-	-	-	35,488	35,488
<b>TOTAL</b>	<b>20,005</b>	<b>-</b>	<b>171,286</b>	<b>27</b>	<b>171,313</b>	<b>435</b>	<b>2,167</b>	<b>63,988</b>	<b>-</b>	<b>375</b>	<b>-</b>	<b>-</b>	<b>16,953</b>	<b>255,231</b>	<b>275,236</b>

For the quarter ended March 31,2018															
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		Miscellaneous Total
<b>Commission paid</b>															
Commission Paid Direct	3,559	-	40,106	8	40,114	-	27	13,607	-	-	-	-	2,992	56,741	60,299
Add: Re-insurance Accepted	82	-	-	-	-	-	-	-	-	7	-	-	-	7	89
Less: Commission on Re-insurance Ceded	4,280	-	1,769	455	2,224	-	2,678	824	-	-	-	-	2,129	7,855	12,135
<b>Net Commission</b>	<b>(639)</b>	<b>-</b>	<b>38,337</b>	<b>(447)</b>	<b>37,890</b>	<b>-</b>	<b>(2,651)</b>	<b>12,783</b>	<b>-</b>	<b>7</b>	<b>-</b>	<b>-</b>	<b>864</b>	<b>48,893</b>	<b>48,254</b>
<b>Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:</b>															
Agents	59	-	4,913	0	4,913	-	3	96	-	-	-	-	23	5,036	5,095
Brokers	172	-	9,983	2	9,985	-	21	3,192	-	-	-	-	24	13,222	13,395
Corporate Agency	3,327	-	15,634	5	15,638	-	3	10,263	-	-	-	-	2,945	28,849	32,176
Others	-	-	9,576	1	9,577	-	-	56	-	-	-	-	-	9,633	9,633
<b>TOTAL</b>	<b>3,559</b>	<b>-</b>	<b>40,106</b>	<b>8</b>	<b>40,114</b>	<b>-</b>	<b>27</b>	<b>13,607</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2,992</b>	<b>56,741</b>	<b>60,299</b>

Upto the quarter ended March 31,2018															
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		Miscellaneous Total
<b>Commission paid</b>															
Commission Paid Direct	9,118	-	130,002	35	130,037	-	96	34,358	-	-	-	-	8,660	173,151	182,269
Add: Re-insurance Accepted	406	-	-	-	-	-	-	-	-	42	-	-	-	42	448
Less: Commission on Re-insurance Ceded	9,608	-	6,110	1,448	7,558	-	23,200	1,940	-	-	-	-	6,318	39,016	48,624
<b>Net Commission</b>	<b>(84)</b>	<b>-</b>	<b>123,892</b>	<b>(1,413)</b>	<b>122,479</b>	<b>-</b>	<b>(23,104)</b>	<b>32,418</b>	<b>-</b>	<b>42</b>	<b>-</b>	<b>-</b>	<b>2,342</b>	<b>134,177</b>	<b>134,093</b>
<b>Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:</b>															
Agents	150	-	12,828	16	12,844	-	5	188	-	-	-	-	37	13,074	13,225
Brokers	368	-	32,680	2	32,682	-	61	3,792	-	-	-	-	32	36,567	36,934
Corporate Agency	8,600	-	56,184	16	56,200	-	30	30,240	-	-	-	-	8,591	95,060	103,661
Others	-	-	28,310	1	28,311	-	-	138	-	-	-	-	-	28,449	28,449
<b>TOTAL</b>	<b>9,118</b>	<b>-</b>	<b>130,002</b>	<b>35</b>	<b>130,037</b>	<b>-</b>	<b>96</b>	<b>34,358</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>8,660</b>	<b>173,151</b>	<b>182,269</b>