

**PERIODIC DISCLOSURES**

**FORM NL-6-COMMISSION SCHEDULE**

Name of the Insurer: BHARTI AXA General Insurance Company Limited  
Registration No: 139 and Date of Registration with the IRDAI : 27th June 2008



Date: 31st March 2018

**COMMISSION**

**(Rs. '000)**

Particulars	For the Year Ended March 31, 2018																
	Fire	Marine			Motor OD	Motor TP	Motor Total	Workmen's Compensation	Public Liability	Engineering	Aviation	Personal Accident	Health Insurance	Crop / Weather Insurance	Others	Misc Total	Total
		Cargo	Others	Total													
Commission paid direct	41,812	28,485	-	28,485	854,171	7,270	861,441	7,110	26,034	14,536	-	10,172	118,679	-	10,525	1,048,497	1,118,794
Total (A)																	
Add: Commission on Re-insurance Accepted	10,058	1,851	-	1,851	-	-	-	-	850	366	-	-	-	-	-	1,216	13,126
Less: Commission on Re-insurance Ceded	78,018	18,066	-	18,066	52,127	9,500	61,627	462	15,467	24,842	-	1,074	74,195	230,879	12,849	421,397	517,481
<b>Net Commission</b>	<b>(26,148)</b>	<b>12,270</b>	<b>-</b>	<b>12,270</b>	<b>802,044</b>	<b>(2,230)</b>	<b>799,814</b>	<b>6,648</b>	<b>11,417</b>	<b>(9,940)</b>	<b>-</b>	<b>9,098</b>	<b>44,483</b>	<b>(230,879)</b>	<b>(2,325)</b>	<b>628,316</b>	<b>614,439</b>

Particulars	For the Year Ended March 31, 2017																
	Fire	Marine			Motor OD	Motor TP	Motor Total	Workmen's Compensation	Public Liability	Engineering	Aviation	Personal Accident	Health Insurance	Crop / Weather Insurance	Others	Misc	Total
		Cargo	Others	Total													
Commission paid direct	26,997	20,345	-	20,345	390,192	-	390,192	3,478	21,632	8,885	-	13,395	66,277	-	11,482	515,340	562,681
Total (A)																	
Add: Commission on Re-insurance Accepted	3,426	2,998	-	2,998	(5)	(5)	(5)	-	382	371	-	-	-	-	-	747	7,172
Less: Commission on Re-insurance Ceded	54,803	8,934	-	8,934	56,567	8,397	64,964	373	16,096	24,976	-	1,024	3,796	-	13,544	124,773	188,510
<b>Net Commission</b>	<b>(24,381)</b>	<b>14,409</b>	<b>-</b>	<b>14,409</b>	<b>333,620</b>	<b>(8,397)</b>	<b>325,223</b>	<b>3,105</b>	<b>5,918</b>	<b>(15,721)</b>	<b>-</b>	<b>12,371</b>	<b>62,481</b>	<b>-</b>	<b>(2,063)</b>	<b>391,314</b>	<b>381,344</b>

Break-up of the commission (Gross) incurred to procure direct business		
	For the Year Ended March 31, 2018	For the Year Ended March 31, 2017
	(Rs. '000)	(Rs. '000)
Agents	199,173	188,619
Brokers	538,666	368,968
Corporate Agency	71,823	5,095
Rewards - Agents/Brokers	218,872	-
Others (MISP, POSP)	90,260	-
<b>Total</b>	<b>1,118,794</b>	<b>562,681</b>

For the Quarter Ended March 31, 2018																	
Particulars	Fire	Marine			Motor OD	Motor TP	Motor Total	Workmen's Compensation	Public Liability	Engineering	Aviation	Personal Accident	Health Insurance	Crop / Weather Insurance	Others	Misc Total	Total
		Cargo	Others	Total													
Commission paid direct	21,084	13,642	-	13,642	505,006	1,268	506,274	3,274	13,211	7,947	-	4,205	61,007	-	2,731	598,651	633,376
Total (A)																	
Add: Commission on Re-insurance Accepted	3,456	854	-	854	-	-	-	-	68	164	-	-	-	-	0	232	4,542
Less: Commission on Re-insurance Ceded	24,483	7,611	-	7,611	(1,161)	9,500	8,339	132	5,844	8,024	-	203	56,127	73,159	4,291	156,118	188,213
<b>Net Commission</b>	<b>57</b>	<b>6,884</b>	<b>-</b>	<b>6,884</b>	<b>506,168</b>	<b>(6,232)</b>	<b>497,936</b>	<b>3,142</b>	<b>7,436</b>	<b>87</b>	<b>-</b>	<b>4,002</b>	<b>4,880</b>	<b>(73,159)</b>	<b>(1,560)</b>	<b>442,765</b>	<b>449,706</b>
For the Quarter Ended March 31, 2017																	
Particulars	Fire	Marine			Motor OD	Motor TP	Motor Total	Workmen's Compensation	Public Liability	Engineering	Aviation	Personal Accident	Health Insurance	Crop / Weather Insurance	Others	Misc	Total
		Cargo	Others	Total													
Commission paid direct	7,660	4,612	-	4,612	91,312	-	91,312	846	6,875	1,711	-	3,120	12,913	-	2,793	119,570	131,842
Total (A)																	
Add: Commission on Re-insurance Accepted	675	263	-	263	-	-	-	-	-	128	-	-	-	-	-	128	1,066
Less: Commission on Re-insurance Ceded	18,141	4,629	-	4,629	6,028	-	6,028	86	7,124	6,679	-	228	720	-	3,537	24,402	47,172
<b>Net Commission</b>	<b>(9,806)</b>	<b>246</b>	<b>-</b>	<b>246</b>	<b>85,284</b>	<b>-</b>	<b>85,284</b>	<b>760</b>	<b>(249)</b>	<b>(4,840)</b>	<b>-</b>	<b>2,892</b>	<b>12,193</b>	<b>-</b>	<b>(744)</b>	<b>95,296</b>	<b>85,736</b>
Break-up of the commission (Gross) incurred to procure direct business																	
	For the Quarter Ended March 31, 2018	For the Quarter Ended March 31, 2017															
	(Rs.'000)	(Rs.'000)															
Agents	55,950	40,513															
Brokers	228,196	89,608															
Corporate Agency	40,099	1,722															
Rewards - Agents/Brokers	218,872	-															
Others (MISP, POSP)	90,260	-															
<b>Total</b>	<b>633,376</b>	<b>131,842</b>															