

## Insurance Brokers Statistics 2009

### 1. Gross premiums placed

#### A. Long term business

		€ 000's	% Total
Commitments where Malta is the country of commitment	Insurance	5,705	<b>70.9</b>
	Reinsurance	-	
	<b>Total</b>	<b>5,705</b>	
Commitments where Malta is NOT the country of commitment	Insurance	2,339	<b>29.1</b>
	Reinsurance	-	
	<b>Total</b>	<b>2,339</b>	
<b>Total</b>		<b>8,044</b>	<b>100.0</b>

#### B. General business

		€ 000's	% Total
Risks situated in Malta	Insurance	50,535	<b>85.5</b>
	Reinsurance	-	
	<b>Total</b>	<b>50,535</b>	
Risks situated outside Malta	Insurance	8,581	<b>14.5</b>
	Reinsurance	-	
	<b>Total</b>	<b>8,581</b>	
<b>Total</b>		<b>59,116</b>	<b>100.0</b>

### 2. Brokerage income

#### A. Long term business

		€ 000's	% Total
Commitments where Malta is the country of commitment	Insurance	576	<b>36.8</b>
	Reinsurance	-	
	<b>Total</b>	<b>576</b>	
Commitments where Malta is NOT the country of commitment	Insurance	988	<b>63.2</b>
	Reinsurance	-	
	<b>Total</b>	<b>988</b>	
<b>Total</b>		<b>1,564</b>	<b>100.0</b>

#### B. General business

		€ 000's	% Total
Risks situated in Malta	Insurance	7,026	<b>88.8</b>
	Reinsurance	-	
	<b>Total</b>	<b>7,026</b>	
Risks situated outside Malta	Insurance	889	<b>11.2</b>
	Reinsurance	-	
	<b>Total</b>	<b>889</b>	
<b>Total</b>		<b>7,915</b>	<b>100.0</b>

### 3. Analysis of gross premiums placed split by Commitments/Risks in and outside Malta and by class

#### A. Long term business

Class	Description	Total Gross Premiums Placed € 000's	Commitments where Malta is the country of commitment		Commitments where Malta is NOT the country of commitment	
			Gross Premiums Placed € 000's	% Total Gross Premiums Placed	Gross Premiums Placed € 000's	% Total Gross Premiums Placed
I	Life & Annuity	3,101	3,101	100.0	-	-
II	Marriage & Birth	-	-	-	-	-
III	Linked Long Term	4,079	1,740	42.7	2,339	57.3
IV	Permanent Health	339	339	100.0	-	-
	Other Classes	526	526	100.0	-	-
	<b>Totals</b>	<b>8,044</b>	<b>5,705</b>	<b>70.9</b>	<b>2,339</b>	<b>29.1</b>

#### B. General business

Groups of Classes	Description	Total Gross Premiums Placed € 000's	Risks situated in Malta		Risks situated outside Malta	
			Gross Premiums Placed € 000's	% Total Gross Premiums Placed	Gross Premiums Placed € 000's	% Total Gross Premiums Placed
1	Accident & Health	12,249	7,522	61.4	4,728	38.6
2	Motor	13,634	13,447	98.6	186	1.4
3	Marine & Transport	6,400	6,128	95.7	273	4.3
4	Aviation	3,910	3,910	100.0	-	-
5	Fire & other Damage to Property	11,513	11,426	99.3	86	0.7
6	Liability	8,061	5,358	66.5	2,703	33.5
7	Credit & Suretyship	59	59	100.0	-	-
8	General	3,291	2,685	81.6	606	18.4
	<b>Totals</b>	<b>59,116</b>	<b>50,535</b>	<b>85.5</b>	<b>8,581</b>	<b>14.5</b>

#### 4. Analysis of brokerage income split by Commitments/Risks in and outside Malta and by class

##### A. Long term business

Class	Description	Total Brokerage Income € 000's	Commitments where Malta is the country of commitment		Commitments where Malta is NOT the country of commitment	
			Brokerage Income € 000's	% Total Brokerage Income	Brokerage Income € 000's	% Total Brokerage Income
I	Life & Annuity	334	334	100.0	-	-
II	Marriage & Birth	-	-	-	-	-
III	Linked Long Term	1,144	155	13.6	988	86.4
IV	Permanent Health	45	45	100.0	-	-
	Other Classes	42	42	100.0	-	-
	<b>Totals</b>	<b>1,564</b>	<b>576</b>	<b>36.8</b>	<b>988</b>	<b>63.2</b>

##### B. General business

Class	Description	Total Brokerage Income € 000's	Risks situated in Malta		Risks situated outside Malta	
			Brokerage Income € 000's	% Total Brokerage Income	Brokerage Income € 000's	% Total Brokerage Income
1	Accident & Health	1,215	807	66.4	408	33.6
2	Motor	1,868	1,824	97.6	44	2.4
3	Marine & Transport	861	817	94.9	44	5.1
4	Aviation	435	435	100.0	-	-
5	Fire & other Damage to Property	1,860	1,848	99.3	12	0.7
6	Liability	1,182	863	73.0	319	27.0
7	Credit & Suretyship	9	9	100.0	-	-
8	General	484	422	87.2	62	12.8
	<b>Totals</b>	<b>7,915</b>	<b>7,026</b>	<b>88.8</b>	<b>889</b>	<b>11.2</b>

## 5. Gross premiums placed split by Commitments/Risks in and outside Malta and by class: 2007 - 2009

### A. Long term business

Class	Description	Gross Premiums Placed - Commitments where Malta is the country of commitment			Gross Premiums Placed - Commitments where Malta is NOT the country of commitment		
		2007 € 000's	2008 € 000's	2009 € 000's	2007 € 000's	2008 € 000's	2009 € 000's
I	Life & Annuity	3,335	3,083	3,101	-	1	-
II	Marriage & Birth	-	-	-	-	-	-
III	Linked Long Term	14,202	7,926	1,740	47,692	20,869	2,339
IV	Permanent Health	174	270	339	-	-	-
	Other Classes	401	1,259	526	-	-	-
	<b>Totals</b>	<b>18,112</b>	<b>12,538</b>	<b>5,705</b>	<b>47,692</b>	<b>20,870</b>	<b>2,339</b>

### B. General business

Class	Description	Gross Premiums Placed - Risks situated in Malta			Gross Premiums Placed - Risks situated outside Malta		
		2007 € 000's	2008 € 000's	2009 € 000's	2007 € 000's	2008 € 000's	2009 € 000's
1	Accident & Health	7,205	7,490	7,522	684	3,032	4,728
2	Motor	13,184	13,164	13,447	-	202	186
3	Marine & Transport	6,673	7,097	6,128	152	255	273
4	Aviation	3,771	3,907	3,910	-	-	-
5	Fire & other Damage to Property	11,712	11,976	11,426	75	93	86
6	Liability	6,330	5,711	5,358	1,399	2,416	2,703
7	Credit & Suretyship	33	20	59	-	-	-
8	General	2,552	2,353	2,685	2,760	269	606
	<b>Totals</b>	<b>51,460</b>	<b>51,718</b>	<b>50,535</b>	<b>5,070</b>	<b>6,267</b>	<b>8,581</b>

## 6. Additional Information

<b>Income Statement</b>	<b>€ 000's</b>
(a) Gross Profit (including net commissions, claims handling fees and other income):	<b>9,520</b>
(b) Administrative Expenses:	<b>7,505</b>
(c) Operating Profit [(a) - (b)]:	<b>2,015</b>
(d) Other Net Financial Income:	<b>530</b>
(e) Profits before tax as per audited financial statements [(c) + (d)]:	<b>2,545</b>

<b>Remuneration</b>	<b>€ 000's</b>
(f) Total reported number of employees:	<b>218</b>
(g) Gross remuneration (including FSS contributions and directors' emoluments):	<b>4,647</b>

Number of Reporting Brokers:	<b>27</b>
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1. These figures are as per audited financial statements.

## 7. Balance sheet details

### Assets

	€ 000's	€ 000's
<i>Non-current assets</i>		3,553
<i>Current Assets:-</i>		
Trade debtors	12,367	
Other current assets	12,154	24,520
<b>Total assets</b>		<b>28,074</b>

### Liabilities

	€ 000's	€ 000's
<i>Non-current liabilities</i>		166
<i>Current Liabilities:-</i>		
Trade creditors	16,100	
Other current liabilities	3,739	19,839
<b>Total Liabilities</b>		<b>20,005</b>

### Equity and Reserves

	€ 000's
Called up issued share capital	4,144
Retained earnings and other reserves	3,925
<b>Total shareholders' funds</b>	<b>8,069</b>