

Insurance Brokers Statistics 2011

1. Gross premiums placed

A. Long term business

		€ 000's	% Total
Commitments where Malta is the country of commitment	Insurance	5,715	65.9
	Reinsurance	-	
	Total	5,715	
Commitments where Malta is NOT the country of commitment	Insurance	2,955	34.1
	Reinsurance	-	
	Total	2,955	
Total		8,670	100.0

B. General business

		€ 000's	% Total
Risks situated in Malta	Insurance	53,470	85.9
	Reinsurance	30	
	Total	53,500	
Risks situated outside Malta	Insurance	8,696	14.1
	Reinsurance	75	
	Total	8,771	
Total		62,271	100.0

2. Brokerage income

A. Long term business

		€ 000's	% Total
Commitments where Malta is the country of commitment	Insurance	561	72.6
	Reinsurance	-	
	Total	561	
Commitments where Malta is NOT the country of commitment	Insurance	211	27.4
	Reinsurance	-	
	Total	211	
Total		772	100.0

B. General business

		€ 000's	% Total
Risks situated in Malta	Insurance	7,580	88.5
	Reinsurance	2	
	Total	7,583	
Risks situated outside Malta	Insurance	981	11.5
	Reinsurance	6	
	Total	986	
Total		8,569	100.0

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	3,386	3,369	99.5	17	0.5
II	Marriage & Birth	-	-	-	-	-
III	Linked Long Term	3,583	645	18.0	2,938	82.0
IV	Permanent Health	406	406	100.0	-	-
	Other Classes	1,296	1,296	100.0	-	-
	Totals	8,670	5,715	65.9	2,955	34.1

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	16,450	11,947	72.6	4,503	27.4
2	Motor	11,456	11,423	99.7	33	0.3
3	Marine & Transport	6,399	5,494	85.9	905	14.1
4	Aviation	3,561	3,561	100.0	-	-
5	Fire & other Damage to Property	11,044	10,790	97.7	253	2.3
6	Liability	9,269	6,741	72.7	2,528	27.3
7	Credit & Suretyship	2	2	100.0	-	-
8	General	4,089	3,541	86.6	548	13.4
	Totals	62,271	53,500	85.9	8,771	14.1

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	313	310	99.0	3	1.0
II	Marriage & Birth	-	-	-	-	-
III	Linked Long Term	297	89	29.9	208	70.1
IV	Permanent Health	72	72	100.0	-	-
	Other Classes	90	90	100.0	-	-
	Totals	772	561	72.6	211	27.4

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	1,825	1,424	78.1	401	21.9
2	Motor	1,514	1,505	99.4	9	0.6
3	Marine & Transport	853	782	91.6	72	8.4
4	Aviation	495	495	100.0	-	-
5	Fire & other Damage to Property	1,758	1,712	97.4	46	2.6
6	Liability	1,479	1,073	72.6	405	27.4
7	Credit & Suretyship	0	0	100.0	-	-
8	General	645	591	91.7	54	8.3
	Totals	8,569	7,583	88.5	986	11.5

5. Gross premiums placed split by Commitments/Risks in and outside Malta and by class: 2009 - 2011

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		
		2009 € 000's	2010 €000's	2011 €000's	2009 € 000's	2010 €000's	2011 €000's
I	Life & Annuity	3,101	3,913	3,369	-	-	17
II	Marriage & Birth	-	-	-	-	-	-
III	Linked Long Term	1,740	1,091	645	2,339	-	2,938
IV	Permanent Health	339	293	406	-	-	-
	Other Classes	526	161	1,296	-	-	-
	Totals	5,705	5,458	5,715	2,339	-	2,955

B. General business

Class	Description	Gross Premiums Placed - Risks situated in Malta			Gross Premiums Placed - Risks situated outside Malta		
		2009 € 000's	2010 €000's	2011 €000's	2009 € 000's	2010 €000's	2011 €000's
1	Accident & Health	7,522	8,610	11,947	4,728	3,480	4,503
2	Motor	13,447	12,823	11,423	186	192	33
3	Marine & Transport	6,128	6,037	5,494	273	334	905
4	Aviation	3,910	4,121	3,561	-	-	-
5	Fire & other Damage to Property	11,426	11,603	10,790	86	128	253
6	Liability	5,358	6,646	6,741	2,703	2,020	2,528
7	Credit & Suretyship	59	6	2	-	-	-
8	General	2,685	3,274	3,541	606	723	548
	Totals	50,535	53,120	53,500	8,581	6,876	8,771

6. Total brokerage income split by Commitments/Risks in and outside Malta and by class: 2009 - 2011

A. Long term business

Class	Description	Total Brokerage Income - Commitments where Malta is the country of commitment			Total Brokerage Income - Commitments where Malta is NOT the country of commitment		
		2009 € 000's	2010 €000's	2011 €000's	2009 € 000's	2010 €000's	2011 €000's
I	Life & Annuity	334	388	310	-	-	3
II	Marriage & Birth	-	-	-	-	-	-
III	Linked Long Term	155	160	89	988	-	208
IV	Permanent Health	45	41	72	-	-	-
	Other Classes	42	10	90	-	-	-
	Totals	576	600	561	988	-	211

B. General business

Class	Description	Total Brokerage Income - Risks situated in Malta			Total Brokerage Income - Risks situated outside Malta		
		2009 € 000's	2010 €000's	2011 €000's	2009 € 000's	2010 €000's	2011 €000's
1	Accident & Health	807	912	1,424	408	293	401
2	Motor	1,824	1,766	1,505	44	46	9
3	Marine & Transport	817	835	782	44	4	72
4	Aviation	435	431	495	-	-	-
5	Fire & other Damage to Property	1,848	1,823	1,712	12	21	46
6	Liability	863	1,019	1,073	319	275	405
7	Credit & Suretyship	9	1	0	-	-	-
8	General	422	525	591	62	78	54
	Totals	7,026	7,312	7,583	889	717	986

7. Additional Information ¹

Income Statement	€ 000's
(a) Gross Profit (including net commissions, claims handling fees and other income):	12,051
(b) Administrative Expenses:	10,378
(c) Operating Profit [(a) - (b)]:	1,672
(d) Other Net Financial Income:	466
(e) Profits before tax as per audited financial statements [(c) + (d)]:	2,138

Remuneration	€ 000's
(f) Total reported number of employees (excluding directors):	217
(g) Wages and Salaries	4,696
(h) Directors' Remuneration/Emoluments	1,439

Number of Reporting Brokers:	29
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1. These figures are as per audited financial statements.

8. Balance sheet details

Assets

	€ 000's	€ 000's
<i>Non-current assets</i>		3,882
<i>Current Assets:-</i>		
Trade debtors	10,158	
Other current assets	17,289	27,447
Total assets		31,328

Liabilities

	€ 000's	€ 000's
<i>Non-current liabilities</i>		168
<i>Current Liabilities:-</i>		
Trade creditors	14,853	
Other current liabilities	7,254	22,107
Total Liabilities		22,275

Equity and Reserves

	€ 000's
Called up issued share capital	5,205
Retained earnings and other reserves	3,848
Total shareholders' funds	9,053