

## Insurance Brokers Statistics 2019

Companies with HO in Malta

### 1. Gross premiums placed

#### A. Long term business

		€ 000's	% Total
Commitments where Malta is the country	Insurance	7,259	70%
	Reinsurance	-	
	<b>Total</b>	<b>7,259</b>	
Commitments where Malta is NOT the co	Insurance	3,181	30%
	Reinsurance	-	
	<b>Total</b>	<b>3,181</b>	
<b>Total</b>		<b>10,441</b>	<b>100%</b>

#### B. General business

		€ 000's	% Total
Risks situated in Malta	Insurance	89,454	64%
	Reinsurance	220	
	<b>Total</b>	<b>89,674</b>	
Risks situated outside Malta	Insurance	49,146	36%
	Reinsurance	518	
	<b>Total</b>	<b>49,664</b>	
<b>Total</b>		<b>139,338</b>	<b>100%</b>

### 2. Brokerage income

#### A. Long term business

		€ 000's	% Total
Commitments where Malta is the country	Insurance	643	79%
	Reinsurance	-	
	<b>Total</b>	<b>643</b>	
Commitments where Malta is NOT the co	Insurance	173	21%
	Reinsurance	-	
	<b>Total</b>	<b>173</b>	
<b>Total</b>		<b>816</b>	<b>100%</b>

#### B. General business

		€ 000's	% Total
Risks situated in Malta	Insurance	13,016	38%
	Reinsurance	22	
	<b>Total</b>	<b>13,038</b>	
Risks situated outside Malta	Insurance	20,894	62%
	Reinsurance	65	
	<b>Total</b>	<b>20,959</b>	
<b>Total</b>		<b>33,997</b>	<b>100%</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	8,135	5,401	66%	2,734	34%
II	Marriage & Birth	-	-		-	
III	Linked Long Term	597	149	25%	447	75%
IV	Permanent Health	73	73	100%	-	
	Other Classes	1,636	1,636	100%	-	
	<b>Totals</b>	<b>10,441</b>	<b>7,259</b>	<b>6953%</b>	<b>3,181</b>	<b>3047%</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	26,384	17,290	66%	9,094	34%
2	Motor	23,462	22,957	98%	505	2%
3	Marine & Transport	6,758	6,656	98%	102	2%
4	Aviation	2,797	2,797	100%	-	
5	Fire & other Damage to Property	25,832	18,778	73%	7,054	27%
6	Liability	47,060	16,392	35%	30,668	65%
7	Credit & Suretyship	1,182	16	1%	1,166	99%
8	General	5,124	4,568	89%	557	11%
	<b>Totals</b>	<b>138,600</b>	<b>89,454</b>	<b>65%</b>	<b>49,146</b>	<b>3546%</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	685	541	79%	145	21%
II	Marriage & Birth	-	-		-	
III	Linked Long Term	39	11	28%	28	72%
IV	Permanent Health	18	18	100%	-	
	Other Classes	74	74	100%	-	
	<b>Totals</b>	<b>816</b>	<b>643</b>	<b>79%</b>	<b>173</b>	<b>2119%</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
1.00	Accident & Health	3,110	1,925	62%	1,186	38%
2.00	Motor	3,452	3,396	98%	55	2%
3.00	Marine & Transport	895	880	98%	15	2%
4.00	Aviation	385	385	100%	-	
5.00	Fire & other Damage to Property	4,797	3,119	65%	1,678	35%
6.00	Liability	20,173	2,480	12%	17,693	88%
7.00	Credit & Suretyship	194	2	1%	191	99%
8.00	General	904	828	92%	75	8%
	<b>Totals</b>	<b>33,910</b>	<b>13,016</b>	<b>38%</b>	<b>20,894</b>	<b>62%</b>

5. Gross premiums placed split by Commitments/Risks in and outside Malta and by class: 2017 - 2019

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		
		2017 €000's	2018 €000's	2019 €000's	2017 €000's	2018 €000's	2019 €000's
I	Life & Annuity	6,122	5,189	5,401	643	1,221	2,734
II	Marriage & Birth			-			-
III	Linked Long Term	140	195	149			447
IV	Permanent Health	64	63	73			-
	Other Classes	1,397	1,224	1,636			-
	<b>Totals</b>	<b>7,724</b>	<b>6,671</b>	<b>7,259</b>	<b>643</b>	<b>1,221</b>	<b>3,181</b>

B. General business

Class	Description	Gross Premiums Placed - Risks situated in Malta			Gross Premiums Placed - Risks situated outside Malta		
		2017 €000's	2018 €000's	2019 €000's	2017 €000's	2018 €000's	2019 €000's
1.00	Accident & Health	15,404	14,567	17,290	12,273	11,994	9,094
2.00	Motor	17,252	19,768	22,957	289	315	505
3.00	Marine & Transport	5,242	5,301	6,656	1,172	267	102
4.00	Aviation	3,258	2,695	2,797			-
5.00	Fire & other Damage to Property	16,512	16,904	18,778	5,464	4,549	7,054
6.00	Liability	12,064	12,840	16,392	22,591	38,657	30,668
7.00	Credit & Suretyship		18	16		356	1,166
8.00	General	3,403	3,731	4,568	364	384	557
	<b>Totals</b>	<b>73,137</b>	<b>75,823</b>	<b>89,454</b>	<b>42,153</b>	<b>56,522</b>	<b>49,146</b>

## 6. Total brokerage income split by Commitments/Risks in and outside Malta and by class: 2017 - 2019

### 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		
		2017 €000's	2018 €000's	2019 €000's	2017 €000's	2018 €000's	2019 €000's
I	Life & Annuity	508	508	479	34	51	145
II	Marriage & Birth						-
III	Linked Long Term	41	41	17	15		28
IV	Permanent Health	15	15	15			-
	Other Classes	92	92	78			-
	<b>Totals</b>	<b>656</b>	<b>656</b>	<b>589</b>	<b>49</b>	<b>51</b>	<b>173</b>

### B. General business

Class	Description	Total Brokerage Income - Risks situated in Malta			Total Brokerage Income - Risks situated outside Malta		
		2017 €000's	2018 €000's	2019 €000's	2017 €000's	2018 €000's	2019 €000's
1.00	Accident & Health	1,687	1,521	1,925	1,345	974	1,186
2.00	Motor	2,529	2,900	3,396	38	43	55
3.00	Marine & Transport	704	768	880	175	41	15
4.00	Aviation	427	536	385		-	-
5.00	Fire & other Damage to Property	2,691	2,629	3,119	1,235	1,158	1,678
6.00	Liability	1,812	2,015	2,480	11,905	21,242	17,693
7.00	Credit & Suretyship		5	2		56	191
8.00	General	588	667	828	43	49	75
	<b>Totals</b>	<b>10,438</b>	<b>11,041</b>	<b>13,016</b>	<b>14,741</b>	<b>23,563</b>	<b>20,894</b>

## 7. Additional Information<sup>1</sup>

<b>Income Statement</b>	<b>€ 000's</b>
(a) Gross Profit (including net commissions, claims handling fees and other income):	31,189
(b) Administrative Expenses:	19,716.42
(c) Operating Profit [(a) - (b)]:	11,472.69
(d) Other Net Financial Income:	898.23
(e) Profits before tax as per audited financial statements [(c) + (d)]:	12,371

<b>Remuneration</b>	<b>€ 000's</b>
(f) Total reported number of employees (excluding directors):	279
(g) Wages and Salaries	8,485
(h) Directors' Remuneration/Emoluments	3,145

Number of Reporting Brokers:	30
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1. These figures are as per audited financial statements.

## 8. Balance sheet details

### Assets

	€ 000's	€ 000's
Non-current assets		7,767
Current Assets:-		
Trade debtors	32,386	
Other current assets	25,086	57,472
<b>Total assets</b>		<b>65,239</b>

### Liabilities

	€ 000's	€ 000's
Non-current liabilities		1,675
Current Liabilities:-		
Trade creditors	29,052	
Other current liabilities	12,502	41,553
<b>Total Liabilities</b>		<b>43,228</b>

### Equity and Reserves

	€ 000's
Called up issued share capital	5,626
Retained earnings and other reserves	18,095
<b>Total shareholders' funds</b>	<b>23,722</b>