

## Insurance Brokers Statistics 2021

Companies with HO in Malta

### 1. Gross premiums placed

#### A. Long term business

		€ 000's	% Total
Commitments where Malta is the country of commitment	Insurance	20,444	9%
	Reinsurance	-	
	<b>Total</b>	<b>20,444</b>	
Commitments where Malta is NOT the country of commitment	Insurance	204,473	91%
	Reinsurance	-	
	<b>Total</b>	<b>204,473</b>	
<b>Total</b>		<b>224,918</b>	<b>100%</b>

#### B. General business

		€ 000's	% Total
Risks situated in Malta	Insurance	106,907	29%
	Reinsurance	1,765	
	<b>Total</b>	<b>108,672</b>	
Risks situated outside Malta	Insurance	243,072	71%
	Reinsurance	21,192	
	<b>Total</b>	<b>264,264</b>	
<b>Total</b>		<b>372,936</b>	<b>100%</b>

### 2. Brokerage income

#### A. Long term business

		€ 000's	% Total
Commitments where Malta is the country of commitment	Insurance	886	14%
	Reinsurance	-	
	<b>Total</b>	<b>886</b>	
Commitments where Malta is NOT the country of commitment	Insurance	5,436	86%
	Reinsurance	-	
	<b>Total</b>	<b>5,436</b>	
<b>Total</b>		<b>6,321</b>	<b>100%</b>

#### B. General business

		€ 000's	% Total
Risks situated in Malta	Insurance	15,613	42%
	Reinsurance	127	
	<b>Total</b>	<b>15,740</b>	
Risks situated outside Malta	Insurance	19,612	58%
	Reinsurance	2,095	
	<b>Total</b>	<b>21,707</b>	
<b>Total</b>		<b>37,447</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	6,937	5,350	77%	1,587	23%
II	Marriage & Birth	-	-	-	-	-
III	Linked Long Term	217,919	15,033	7%	202,886	93%
IV	Permanent Health	70	70	100%	-	-
	Other Classes	-	-	-	-	-
	<b>Totals</b>	<b>224,927</b>	<b>20,453</b>	<b>9%</b>	<b>204,473</b>	<b>91%</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	25,698	18,773	73%	6,925	27%
2	Motor	24,236	22,894	94%	1,342	6%
3	Marine & Transport	18,363	6,723	37%	11,640	63%
4	Aviation	5,203	4,962	95%	242	5%
5	Fire & other Damage to Property	44,753	20,970	47%	23,783	53%
6	Liability	196,121	25,877	13%	170,245	87%
7	Credit & Suretyship	1,090	600	55%	489	45%
8	General	34,515	6,108	18%	28,407	82%
	<b>Totals</b>	<b>349,979</b>	<b>106,907</b>	<b>31%</b>	<b>243,072</b>	<b>69%</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	573	562	98%	12	2%
II	Marriage & Birth	-				
III	Linked Long Term	56	42	74%	14	26%
IV	Permanent Health	17	17	100%	-	
	Other Classes	-			-	
	<b>Totals</b>	<b>647</b>	<b>621</b>	<b>96%</b>	<b>26</b>	<b>4%</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	2,843	2,074	73%	770	27%
2	Motor	3,542	3,357	95%	186	5%
3	Marine & Transport	2,084	892	43%	1,192	57%
4	Aviation	765	729	95%	36	5%
5	Fire & other Damage to Property	5,767	3,551	62%	2,216	38%
6	Liability	15,911	3,685	23%	12,226	77%
7	Credit & Suretyship	267	141	53%	126	47%
8	General	4,046	1,185	29%	2,861	71%
	<b>Totals</b>	<b>35,225</b>	<b>15,613</b>	<b>44%</b>	<b>19,612</b>	<b>56%</b>

## 5. Gross premiums placed split by Commitments/Risks in and outside Malta and by class: 2019-2021

## 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		
		2019 €000's	2020 €000's	2021 €000's	2019 €000's	2020 €000's	2021 €000's
I	Life & Annuity	5,401	6,418	5,350	2,734	354	1,587
II	Marriage & Birth	-	-	-	-	-	-
III	Linked Long Term	149	199	15,033	447	482	202,886
IV	Permanent Health	73	74	70	-	-	-
	Other Classes	1,636	-	-	-	-	-
	<b>Totals</b>	<b>7,259</b>	<b>6,691</b>	<b>20,453</b>	<b>3,181</b>	<b>836</b>	<b>204,473</b>

## B. General business

Class	Description	Gross Premiums Placed - Risks situated in Malta			Gross Premiums Placed - Risks situated outside Malta		
		2019 €000's	2020 €000's	2021 €000's	2019 €000's	2020 €000's	2021 €000's
1	Accident & Health	17,290	18,614	18,773	9,094	3,795	6,925
2	Motor	22,957	23,131	22,894	505	455	1,342
3	Marine & Transport	6,656	6,072	6,723	102	165	11,640
4	Aviation	2,797	2,146	4,962	-	11	242
5	Fire & other Damage to Property	18,778	21,217	20,970	7,054	6,022	23,783
6	Liability	16,392	21,461	25,877	30,668	11,124	170,245
7	Credit & Suretyship	16	16	600	1,166	669	489
8	General	4,568	4,711	6,108	557	568	28,407
	<b>Totals</b>	<b>89,454</b>	<b>97,368</b>	<b>106,907</b>	<b>49,146</b>	<b>22,809</b>	<b>243,072</b>

## 6. Total brokerage income split by Commitments/Risks in and outside Malta and by class: 2019 - 2021

## 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		
		2019 €000's	2020 €000's	2021 €000's	2019 €000's	2020 €000's	2021 €000's
I	Life & Annuity	479	562	538	145	12	38
II	Marriage & Birth				-		
III	Linked Long Term	17	42	332	28	14	5,398
IV	Permanent Health	15	17	16	-	-	
	Other Classes	78			-	-	
	<b>Totals</b>	<b>589</b>	<b>621</b>	<b>886</b>	<b>173</b>	<b>26</b>	<b>5,436</b>

## B. General business

Class	Description	Total Brokerage Income - Risks situated in Malta			Total Brokerage Income - Risks situated outside Malta		
		2019 €000's	2020 €000's	2021 €000's	2019 €000's	2020 €000's	2021 €000's
1	Accident & Health	1,925	2,027	2,074	1,186	506	770
2	Motor	3,396	3,486	3,357	55	50	186
3	Marine & Transport	880	839	892	15	30	1,192
4	Aviation	385	321	729	-	2	36
5	Fire & other Damage to Property	3,119	3,567	3,551	1,678	1,467	2,216
6	Liability	2,480	2,974	3,685	17,693	2,298	12,226
7	Credit & Suretyship	2	4	141	191	104	126
8	General	828	916	1,185	75	68	2,861
	<b>Totals</b>	<b>13,016</b>	<b>14,133</b>	<b>15,613</b>	<b>20,894</b>	<b>4,526</b>	<b>19,612</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):	55,127
(b) Administrative Expenses:	45,269
(c) Operating Profit [(a) - (b)]:	9,858
(d) Other Net Financial Income:	244
(e) Profits before tax as per audited financial statements [(c) + (d)]:	10,102

<b>Remuneration</b>	<b>€ 000's</b>
(f) Total reported number of employees (excluding directors):	494
(g) Wages and Salaries	18,561
(h) Directors' Remuneration/Emoluments	6,158

Number of Reporting Brokers:	31
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<sup>1</sup> These figures are as per audited financial statements.

**8. Balance sheet details****Assets**

	€ 000's	€ 000's
Non-current assets		9,488
Current Assets:-		
Trade debtors	27,646	
Other current assets	47,313	74,959
<b>Total assets</b>		<b>84,447</b>

**Liabilities**

	€ 000's	€ 000's
Non-current liabilities		2,153
Current Liabilities:-		
Trade creditors	43,953	
Other current liabilities	15,241	59,193
<b>Total Liabilities</b>		<b>61,347</b>

**Equity and Reserves**

	€ 000's
Called up issued share capital	9,214
Retained earnings and other reserves	13,886
<b>Total shareholders' funds</b>	<b>23,100</b>