



INSURANCE BROKERS ASSOCIATION OF INDIA

Regd. Office : Maker Bhavan No. 1, 7th Floor, Sir V. T. Marg, Mumbai 400 020.

Tel. No.: 022-2284 6544 / 6631 4949 / 6631 4950 • Cell : 098332 48023

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CONTENTS

Sr. No.	Item	Pages
1.	Notice for the Twelfth Annual General Meeting	1-3
2.	Independent Auditor's Report	4-6
3.	Directors' Report	7-13
4.	Statements of Accounts, Income and Expenditure Account and Balance Sheet	14-21
5.	Notification for Election of Directors	22-24
6.	Nomination Form for Election as Director	25
7.	Attendance Slip	26
8.	Proxy Form	26



DIRECTORS

Sohanlal Kadel
(President)

S V Thakkar
(Vice President)

A K Narang
(Vice President)

V Sithapathy
(Hon. Secretary)
(Passed away - 18th Nov 2012)

Nitin G Dossa
(Hon. Secretary & Treasurer)

S K Sethi
(Director)

Atul D. Boda
(Director)

S Sunder Raman
(Director)

G C Rateria
(Director)

P K Kale
(Director)

S K Jain
(Director)

Surendra Malhotra
(Director)

Sanjay Kedia
(Director)

K V Satyanarayana
(Director)

Kishan Agrawal
(Director)

Fali A Poncha
(Director - w.e.f. 3rd Jan 2013)

ADVISOR

O P Rana

BANKERS

Standard Chartered Bank
90, M. G. Road, Mumbai - 400 001.

Union Bank of India
Mumbai Samachar Marg, Mumbai - 400 023.

AUDITORS

V B Doshi & Co., Chartered Accountants
58, Sunderlal Bahal Path, (Goa Street),
8, Goa Mansion, Fort, Mumbai - 400 001.

REGISTERED OFFICE

Insurance Brokers Association of India
Maker Bhavan No. 1, 7th Floor,
Sir V. T. Marg, Churchgate, Mumbai - 400 020.
Tel. No. : 022-2284 6544 • Fax : 022-2262 3747

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SECRETARIAT

V D Gandre, Manager
Alphonso Vaz, Manager

NOTICE

Notice is hereby given that the Twelfth Annual General Meeting of the members of the Insurance Brokers Association of India will be held on **Tuesday the 24th September, 2013 at 11.30 A.M. at Walchand Hirachand Hall, 4th Floor, Indian Merchant Chambers, Churchgate, Mumbai - 400 020.** to transact the following business: -

ORDINARY BUSINESS :

1. To receive, consider and adopt the audited statement of accounts with the Director's report and the Auditors report thereon for the year ended 31st March, 2013.
2. To elect a director in place of **Mr S K Sethi**, who retires by rotation, and being eligible offers himself for re-election. **(North Zone)**
3. To elect a director in place of **Mr Surendra Malhotra**, who retires by rotation, and does not offers himself for re-appointment. **(North Zone)**
4. To elect a director in place of **Mr Kishan Agrawal**, who retires by rotation, and being eligible offers himself for re-election. **(North Zone)**
5. To elect a director in place of **Mr A K Narang**, who retires by rotation, and being eligible offers himself for re-election. **(North Zone)**
6. To re-appoint M/s V B Doshi & Co. Chartered Accountants as auditors of the Association and to fix their remuneration.

SPECIAL BUSINESS :

7. To elect a director for **West Zone** in place of **Mr Fali Poncha** who ceases to be a director of the company at the present Annual General Meeting.

Regd. Office :
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7th Floor, Sir V. T. Marg,
Churchgate, Mumbai - 400 020.

Dated : 30th July, 2013

By Order of the Board
FOR INSURANCE BROKERS ASSOCIATION OF INDIA

Nitin G. Dossa
Director & Hon. Secretary



Notes:

1. A MEMBER ENTITLED TO ATTEND AND VOTE AT THE ANNUAL GENERAL MEETING MAY APPOINT A PROXY TO ATTEND AND VOTE ON A POLL ON HIS BEHALF. A PROXY NEED NOT BE A MEMBER OF THE COMPANY.

PROXIES, IN ORDER TO BE EFFECTIVE, MUST BE RECEIVED AT THE REGISTERED OFFICE OF THE COMPANY, **NOT LESS THAN 48 HOURS** BEFORE THE COMMENCEMENT OF THE ANNUAL GENERAL MEETING.

Authorised representative / proxy member's/ are requested to bring and file the attendance slip, as per format enclosed, while attending the Annual General Meeting of the Company.

2. The format of Proxy Form is also attached hereto.
3. Explanatory Statement pursuant to provisions of Section 173(2) of the Companies Act, 1956 relating to the special business of the accompanying Notice, to be transacted at the Annual General Meeting, is annexed hereto.
4. Queries of the statement of accounts and the operations of the Association, if any, may please be sent to the association **Seven Days** in advance of the meeting so that the answers may be made available at the meeting.
5. Notification for appointment of Directors / election of directors under article 9.2 of the articles of the association of the Company, inviting nominations from members, is enclosed.
6. If no quorum is present at the appointed time, the annual general meeting shall stand adjourned by half an hour and will be held same day i.e., Tuesday, 24th September, 2013 at the same venue and the Annual General Meeting be held and proceeded with at such adjourned time in the presence of the available members whether quorum is present or not.

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Dated : 30th July, 2013

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Nitin G. Dossa
Director & Hon. Secretary

EXPLANATORY STATEMENT PURSUANT TO THE PROVISIONS OF SECTION 173(2) OF THE COMPANIES ACT, 1956

Item no.7

Mr. Fali Poncha was co-opted with effect from January 03, 2013 by the Board in accordance with the provisions under 9.1 of the Article of Association up to the date of next Annual General Meeting. Since his term as director is coming to an end at this Annual General Meeting, the resulting vacancy of **West Zone** has to be filled up by election of a director.

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Dated : 30th July, 2013

By Order of the Board
FOR INSURANCE BROKERS ASSOCIATION OF INDIA

Nitin G. Dossa
Director & Hon. Secretary



INDEPENDENT AUDITOR'S REPORT

To,

The Members of Insurance Brokers Association of India

Report on the Financial Statements

1. We have audited the accompanying financial statements of the Insurance Brokers Association of India ("the Company") which comprise the Balance Sheet as at 31st March 2013 and the Statement of Income and Expenditure for the year then ended and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

2. Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position, financial performance of the Company in accordance with the Accounting Standards referred to in Section 211(3C) of the Companies Act, 1956("the Act"), and in accordance with the accounting principles generally accepted in India. This responsibility includes the design, implementation and maintenance of internal control relevant to the preparation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

3. Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with the ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.
4. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by the management, as well as evaluating the overall presentation of the financial statements
5. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

6. In our opinion and to the best of our information and according to the explanations given to us, the said financial statements together with the notes thereon, give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:
- (i) in the case of the Balance Sheet, of the state of affairs of the Company as at 31st March, 2013; and
 - (ii) in the case of the Statement of Income and Expenditure of the surplus for the year ended on that date.

Emphasis of Matter

7. We draw attention to the following note to the accounts:
- (a) Note 16(3) relating to income of the Company exempt from income tax u/s 11 read with section 2(15) of the Income Tax Act, 1961.

Our opinion is not qualified in respect of the above matter

Report on other Legal and Regulatory Requirements

8. The Company is licensed to operate under section 25 of the Act. The Companies (Auditor's Report) Order, 2003, (CARO, 2003) issued by the Central Government in terms of section 227 (4A) of the Act is not applicable to a company licensed to operate under section 25 of the Act. Hence, no comments are made on any of the matters specified in paragraphs 4 and 5 of the said Order.
9. As required by section 227(3) of the Act, we report that:
- a. we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
 - b. in our opinion, proper books of account as required by law have been kept by the Company so far as appears from our examination of those books;
 - c. the Balance Sheet and the Statement of Income and Expenditure dealt with by this Report, are in the agreement with the books of account and



- d. on the basis of the written representations received from the directors as at March 31, 2013 and taken on record by the Board of Directors, none of the directors is disqualified as at 31st March 2013 from being appointed as a director in terms of Section 274(1)(g) of the Act.

For V B Doshi & Co.
Chartered Accountants
FRN : 102757W

Vijay B Doshi
Proprietor
Membership No. F-37024
Mumbai - 400 001

Date : 28th June 2013

DIRECTORS' REPORT

ALL MEMBERS

I take great pleasure in presenting to you the Eleventh Annual report together with the audited Income and Expenditure account and the Balance Sheet for the financial year ended March 31, 2013.

Insurance Brokers Association of India (IBAI) is the only industry association recognized by Insurance Regulatory and Development Authority (IRDA) in India for representing the interests of Broker members who are licensed by IRDA. A not for profit organization is funded by the broker members. Its objective is to build a growth led sustainable insurance intermediary services sector for the benefit of insureds in the country.

Membership

Established in July 2001, the membership of IBAI, headquartered in Mumbai, has grown over the years and is currently at 299 as on June 30, 2013. All licensed insurance brokers are mandated by IRDA to become members of the IBAI.

During the 12 months period up to June 30, 2013, eighteen (18) new Broking firms were enrolled as members. After taking into account the number of licenses either cancelled and / or surrendered or surrender under process with IRDA during year, the strength of members as on June 30, 2013, was 256 (244) Direct Brokers, 37 (37) Composite Brokers and 6 (6) Reinsurance Brokers, totaling 299 (287) licensed Brokers and all are members of IBAI. (Figures in bracket denote position as on June, 2012).

The member organizations of IBAI represent about 22% and 2% of industry revenues in General Insurance and Life Insurance businesses respectively. The member organisations have enabled IBAI to spearhead the initiatives and programme to build the insurance sector in the country.

Financial highlights

During the year under review your Association has registered an overall impressive performance in all fields of activity. The Association ended the year 2012-13 with a net surplus of Rs. 56.72 lakhs, as compared to Rs. 31.59 lakhs in 2011-12. The total funds including the surplus of previous years stands at Rs.206 lakhs, against Rs.149 lakhs, as at end of previous year.

Review of Activities

The Board of Directors met four times since the last Annual general Meeting held on 7th September 2012. The names of the Directors with their respective Zones and the details of the Board meetings attended by them during said period are as under:



Sr. No.	Name	Zone	No. of Board Meetings Attended out of (4)
1	Sohanlal Kadel (President)	South	4
2	S Sunder Raman (Director)	South	4
3	K V Satyanarayana (Director)	South	3
4	S V Thakkar (Vice President)	West	4
5	V Sithapathy (Secretary - Since deceased)	West	1
6	Nitin G Dossa (Hon. Secretary & Treasurer- Since Jan.2013)	West	4
7	Atul D Boda (Director)	West	2
8	P K Kale (Director)	West	2
9	Sanjay Kedia (Director)	West	2
10	Fali A Poncha (Inducted in January 2013)	West	2*
11	A K Narang (Vice President)	North	4
12	S K Sethi (Director)	North	4
13	S K Jain (Director)	North	3
14	Surendra Malhotra (Director)	North	4
15	Kishan Agrawal (Director)	North	4
16	G C Rateria (Director)	East	4

*Only two meetings held since January 2013 and both attended.

Highlights of activities

Keeping with expectations of Members, we while continuing to work towards enhancing value added services, carried out following activities:

IBAI delegation met the outgoing IRDA Chairman Shri. J. Hari Narayan, and other Officials on December 03, 2012 and discussed following issues:

- Appointment of sub-brokers
- Claims consultancy - increasing the claim limit Rs. 1 crore prescribed by IRDA.
- Renewal of Licenses-Licenses to be perpetual after three renewals
- Brokerage on Terrorism covers.
- Ceiling on business from single client.

We are glad to state that most of our recommendations on above have been accepted in principle and are currently under active consideration.

IBAI delegation led by President Shri Sohanlal Kadel **also met the new IRDA Chairman Shri T.S. Vijayan**, Shri M. Ramaprasad (Member – Gen. Insurance) and Shri D.D. Singh, (newly appointed Member – Intermediaries) on May 23, 2013 and discussed among other things the status of final report submitted by IRDA Committee on Insurance Broking Regulations. We are informed that the report will be placed before Board of IRDA and thereafter the IRDA Advisory Council before implementation.

At the invitation of Secretary General, General Insurance Council, IBAI delegation of a few member brokers held meeting in October 2012 and a follow up meeting in December 2013 to resolve issue of proposed new Co-Insurance Clause which in the form suggested by the Council would have resulted in grave hardship for broker and insured. The Secretary General agreed that the Lead Insurer will finalise the slip with the broker giving risk details and commit acceptance of his share. The broker must obtain confirmation of share of the risk from other Co-insurers prior to the inception of the risk and the same would be communicated by the broker to the lead insurer. All the accounting and documentation would be done by the lead insurer and shared promptly with the co-insurer and the same would apply to settlement of accounts only in respect of top 500 Risks. The secretary General on behalf of Insurers stated that the co-insurance clause as initially approved and circulated to brokers would not apply. This conclusion was acceptable to the brokers following this Council has advised of some minor fine tuning but the same has not been officially communicated to the IBAI.

Similarly, Insurance Companies were required to provide Insurance document wise details to accompany all RTGS payments.

Also, brokerage on Terrorism cover is an issue followed up on regular basis with the Council for implementing brokerage at 10 % recommended by IRDA Committee for review of Broking regulations.



Organised workshop on online filing of IRDA returns 'Business Analytics Programme' (about to be implemented soon) and e-filing of Renewal of broking licenses conducted by L & T Infotech in Association with IRDA. This was followed by an interactive session with Mr. Satish Hegde and L & T Officials, where participants benefitted immensely from clarifications they received on various queries.

Organised technical workshop / Seminar on Emerging Risks & Resulting opportunities, in Mumbai in association with Raheja QBE General Insurance Co. Ltd. Similar workshops are being planned soon for other centers.

Meetings at Regional Centers President Shri Sohanlal Kadel attended meetings of IBAI Members organized by Local Directors at Kolkata, New Delhi, Chennai and Cochin to hear Members grievances and also to brief the status of important issues on hand.

Organised meeting of Reinsurance & Composite Broker Members in Mumbai and discussed the implications of Service Tax Amendment Rules effective from July 01, 2012 on brokerage on placement of domestic business with overseas reinsurers and the need to pay service tax on the same.

At the Board level following Board Sub- Committees has been formed:

Re-Insurance Sub- Committee of Board **Chaired by Shri Atul D Boda**, to look into various problems being faced by Reinsurance and Composite Broker Members.

Board Sub- Committee, **Chaired by Shri Fali Poncha** for suggesting amendments in IRDA Broking Regulations 2002. Committee made presentations to IRDA Committee and most of the submissions made by IBAI have been favourably considered.

Board Sub- Committee **headed by Shri S V Thakkar** to examine the final report on Insurance Sub-broking submitted by IRDA. Committee has submitted suggestions to IRDA'

IBAI representation on Committees formed by IRDA

Shri Sohanlal Kadel, President IBAI was member invited on IRDA Committee to review Insurance Brokers Regulations 2002.

Shri Sohanlal Kadel, Shri Fali Poncha and Shri Sanjay Kedia were appointed on the IRDA Committee on Insurance Sub-broking.

Annual Brokers Summit was held on January 04, 2013 at Hotel TAJ Lands End, Bandra (West) Mumbai with the **Theme "Brokers – Gearing up for the next level of growth"**. A Press Conference was organized on the eve of Summit for giving wide publicity to the activities of IBAI for promoting the Broking Community. Press meet was well attended by Print Media and got good coverage in both local and national news dailies.

IBAI has developed mutually beneficial relationships with CII, FICCI, IMC, ASSOCHAM, Bombay Chamber of Commerce and Bengal Chamber of Commerce for spreading awareness through participation in Conferences and Seminars in Insurance related subjects organized by them at various Centers. IBAI has secured free publicity space in their Conference marketing material and also posting Logo of IBAI prominently at venue of conference and on their main backdrop, brochure & publicity materials. We have obtained for our members substantial discounts up to 25% in participation fee in conferences/seminars organized by these trade associations.

IBAI Secretariat

IBAI has been as an ongoing process striving to achieve improved operational efficiency with two well experienced Managers and an Assistant at the Secretariat. This has been reflected in the quality of service provided to the satisfaction all its members. IBAI is also putting its best efforts to promote the cause of its members. In this respect, the active involvement of all our members is earnestly solicited.

Our sponsors

During the year under review, IBAI had the privilege of receiving sponsorship from several Insurance Companies, for our Annual Summit in Mumbai. Our sincere thanks in this respect go to National Insurance Co. Ltd., New India Assurance Co. Ltd., Oriental Insurance Co. Ltd., United India Insurance Co. Ltd., Bajaj Allianz Life Insurance Co. Ltd. and L & T Infotech as **Premium Sponsors**, Raheja QBE General Insurance Co. Ltd., Reliance General Insurance Co. Ltd. and ICICI Lombard General Insurance Co. Ltd. as **Principal Sponsors** and **other Sponsors** General Insurance Corporation of India, SBI Life Insurance Co. Ltd, Star Health Insurance Co. Ltd., TATA AIG Insurance and ING Life Insurance Co. Ltd.

Also our **special thanks** to our Member sponsors K. M. Dastur Reinsurance Brokers Pvt. Ltd., Marsh India Insurance Brokers Pvt. Ltd., J.B. Boda Reinsurance Brokers Pvt. Ltd., Interlink Insurance & Reinsurance Brokers Pvt. Ltd. and TATA Motors Insurance Broking & Advisory Services Ltd.

Office Space

The Board places on record its appreciation to Messrs. J. B. Boda & Co. Pvt. Ltd., for providing free Office Space in their own premises, for the IBAI Secretariat, since its inception.

IBAI Website

The Association maintains an active website www.ibai.org. The site is updated regularly and all the information released by IBAI is made available on the website to facilitate quicker flow of information to Members. This includes Update of State wise Members Directory, link to website of all Insurance Companies and IBAI Circulars covering all important industry related developments and information on various Insurance Summits / events etc. Members are requested to keep visiting the website on regular basis.



Directors

The sitting directors Mr. S.K. Sethi representing M/S Ria Insurance Brokers Pvt. Ltd., Mr. Surendra Malhotra , representing M/S. J.K. Risk Managers & Insurance Brokers Ltd. Mr. Kishan Agrawal representing M/S worldwide Insurance Brokers Ltd. and Mr. A.,K. Narang representing M/S Sridhar Insurance Brokers Pvt. Ltd. (North Zone) retire by rotation. Besides, Mr. Fali Poncha who was inducted midterm on the Board to fill up the vacancy caused by passing away of Late Mr. V. Sithapathy, (West Zone) ceases to be a director and this West Zone vacancy also is required to be filled up.

By a separate notification, an announcement is being made to elect Directors for North and West Zones at the ensuing Annual General Meeting to be held on September 24, 2013 to fill the vacancies caused by the rotational retirement of directors and one vacant position in West Zone as stated above

Briefly, as per Agenda in the enclosed Notice for the Twelfth Annual General Meeting on 24th September, 2013 , a total of Five positions of Directors - Four for North Zone and One for West Zone , are to be filled in, during the ensuing Annual General Meeting .

Directors' Responsibility Statement

The Board has pleasure in declaring under the provisions section 217 (2AA) of the Companies Act 1956:

- i) That in the preparation of Annual accounts, the applicable Accounting Standards had been followed and there are no material departures.
- ii) That the Directors had selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company at the end of the financial Year and of the Income of the Company for that period.
- iii) That the directors had taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of this Act for safeguarding the Assets of the Company and for preventing and detecting fraud and other irregularities
- iv) That the directors had prepared the annual accounts on an ongoing concern basis.

Particulars of Employees

There were no employees in receipt of remuneration in excess of an aggregate of Rs.24, 00,000/- per annum or Rs.2, 00,000/- per month for any part of the year.

Auditors

General Body had appointed M/s. V B Doshi & Company, Chartered Accountants, as Auditors of the IBAI for a period up to end of financial year ending 2013. The Board recommends re-appointment of M/s. V B Doshi & Company, Chartered Accountants, as Auditors of the Association.

Conservation Of Energy, Technology Absorption & Foreign Exchange Earning and Outgo

As IBAI is in the services sector, the provision of Section 217(1) (e) regarding information on conservation of energy, technology absorption is not applicable. There were no transactions involving foreign exchange during the year.

Homage to late Shri V. Sithapathy

We wish to recall the sudden passing away of Shri V Sithapathy on November 18, 2012. We would like to make a special mention of contribution made by late Shri V Sithapathy, who was Hon. Secretary of IBAI for nearly a decade, nurtured and developed this Association to the present level. We salute his selfless service to this organization with a commitment to carry forward the vision of promoting the cause of Broking fraternity as the preferred intermediary in the insurance sector.

Acknowledgements

The Board of Directors are pleased to place on record its deep sense of gratitude for the co-operation extended to the Association by all our Broker Members, Officials of Ministry of Finance, IRDA, Insurance Companies, General and Life Insurance Councils, Sponsors, Bankers, Chambers of Commerce, Trade Associations and the Press.

The Board of Directors also places on record their sincere appreciation for the honorary services/advice rendered since inception by Shri. O P Rana – Advisor to the Board for guiding the Board, and the Secretariat Officials for their commitment and contribution towards achieving the objectives of the Association.

For and on behalf of the Board of Directors of
INSURANCE BROKERS ASSOCIATION OF INDIA

Regd. Office :

Maker Bhavan No. 1,
7th Floor, Sir V. T. Marg,
Churchgate, Mumbai - 400 020.

Dated : 30th June, 2013

Sohanlal Kadel
President



INSURANCE BROKERS ASSOCIATION OF INDIA
(a company registered under section 25 of the Companies Act, 1956)

BALANCE SHEET AS AT MARCH 31, 2013
(In Rupees)

PARTICULARS	Note No.	As at	As at
		31.3.2013	31.3.2012
		₹	₹
A EQUITY AND LIABILITIES			
1 Association's funds			
(a) Building fund	1	9,00,000	5,00,000
(b) Reserves and surplus	2	2,06,05,414	1,49,32,970
Sub-total - Association's funds		<u>2,15,05,414</u>	<u>1,54,32,970</u>
2 Non-current liabilities			
(a) Other Long Term liabilities	3	3,76,547	3,76,547
Sub-total - Non-current liabilities		<u>3,76,547</u>	<u>3,76,547</u>
3 Current liabilities			
(a) Other current liabilities	4	19,20,536	13,00,419
Sub-total - Current liabilities		<u>19,20,536</u>	<u>13,00,419</u>
TOTAL - EQUITY AND LIABILITIES		<u><u>2,38,02,497</u></u>	<u><u>1,71,09,936</u></u>
B ASSETS			
1 Non-current assets			
(a) Fixed assets	5		
(i) Tangible assets		1,19,744	1,31,484
(ii) Intangible assets		15,500	--
		<u>1,35,244</u>	<u>1,31,484</u>
(b) Non-current investments	6	--	15,00,000
(c) Long-term loans and advances	7	7,27,979	4,54,264
(d) Other non-current assets	8	--	1,49,167
Sub-total - Non-current assets		<u>8,63,223</u>	<u>22,34,915</u>
2 Current assets			
(a) Cash and bank balances	9	2,29,39,274	1,48,54,821
(b) Other current assets	10	--	20,200
Sub-total - Current assets		<u>2,29,39,274</u>	<u>1,48,75,021</u>
TOTAL - ASSETS		<u><u>2,38,02,497</u></u>	<u><u>1,71,09,936</u></u>
Significant accounting policies & other Notes to accounts	16		

Notes to accounts from 1 to 16 annexed hereto form an integral part of the financial statement.

As per our report of even date.

For **V B Doshi & Co.**
Chartered Accountants
FRN : 102757W

For and on behalf of the Board of Directors
Insurance Brokers Association of India

Sohanlal Kadel
President

CA Vijay B Doshi
Proprietor
(M. No. 037024)

A K Narang
Vice President

S V Thakkar
Vice President

Place : Mumbai - 400 001
Date : 30th June 2013

Place : Mumbai - 400 020
Date : 30th June 2013

Nitin G Dossa
Hon. Secretary & Treasurer

INSURANCE BROKERS ASSOCIATION OF INDIA
(a company registered under section 25 of the Companies Act, 1956)

STATEMENT OF INCOME AND EXPENDITURE FOR THE YEAR ENDED MARCH 31, 2013
(In Rupees)

Sr. No.	PARTICULARS	Note No.	for the year ended March 31, 2013 ₹	for the year ended March 31, 2012 ₹
1	Revenue from operations	11	54,52,144	34,49,209
2	Other operating income	12	32,75,000	26,10,000
3	Other Income	13	18,51,880	10,59,717
4	Total Income from operations		<u>1,05,79,024</u>	<u>71,18,926</u>
5	Expenses:			
	a) Employee benefits expense	14	15,59,546	14,19,076
	b) Depreciation and amortization expense	5	34,540	43,190
	c) Other expenses	15	33,12,494	24,97,506
	Total expenses		<u>49,06,580</u>	<u>39,59,772</u>
6	Surplus for the year (4-5)		<u>56,72,444</u>	<u>31,59,154</u>
	Significant accounting policies & other Notes to accounts	16		

Notes to accounts from 1 to 16 annexed hereto form an integral part of the financial statement.

As per our report of even date.

For **V B Doshi & Co.**
Chartered Accountants
FRN : 102757W

For and on behalf of the Board of Directors
Insurance Brokers Association of India

Sohanlal Kadel
President

CA Vijay B Doshi
Proprietor
(M. No. 037024)

A K Narang
Vice President

S V Thakkar
Vice President

Place : Mumbai - 400 001
Date : 30th June 2013

Place : Mumbai - 400 020
Date : 30th June 2013

Nitin G Dossa
Hon. Secretary & Treasurer



INSURANCE BROKERS ASSOCIATION OF INDIA
(a company registered under section 25 of the Companies Act, 1956)

NOTES TO BALANCE SHEET AS AT MARCH 31, 2013
(In Rupees)

Note No.1	Building fund	As at 31.3.2013 ₹	As at 31.3.2012 ₹
	Contribution from members	9,00,000	5,00,000
	Total	<u>9,00,000</u>	<u>5,00,000</u>
Note No.2	Reserves & Surplus	As at 31.3.2013 ₹	As at 31.3.2012 ₹
	Surplus in Income & Expenditure Account		
	Opening Balance	1,49,32,970	1,17,73,816
	Transferred from Statement of Income & Expenditure	56,72,444	31,59,154
	Closing Balance-Total	<u>2,06,05,414</u>	<u>1,49,32,970</u>
	NON - CURRENT LIABILITIES		
Note No.3	Other Long Term Liabilities	As at 31.3.2013 ₹	As at 31.3.2012 ₹
	Contribution towards earmarked contingency fund(net)	3,76,547	3,76,547
	Total	<u>3,76,547</u>	<u>3,76,547</u>
	CURRENT LIABILITIES		
Note No.4	Other current liabilities	As at 31.3.2013 ₹	As at 31.3.2012 ₹
	(i) Due to Micro and small enterprises	-	-
	Due to other than Micro and small Enterprises:		
	For trade and expenses		
	(ii) Members fees received in advance	17,10,000	10,95,000
	Outstanding expenses	2,10,259	2,00,229
	(iii) Other payables:		
	Tax deducted at source payable	277	5,190
	Total	<u>19,20,536</u>	<u>13,00,419</u>

INSURANCE BROKERS ASSOCIATION OF INDIA
(a company registered under section 25 of the Companies Act, 1956)

NOTES TO BALANCE SHEET AS AT MARCH 31, 2013
(In Rupees)

PARTICULARS	GROSS BLOCK AT COST			ACCUMULATED DEPRECIATION			NET BLOCK		
	Balance as at April 1, 2012 ₹	Additions during the year ₹	Deductions during the year ₹	Balance as at March 31, 2013 ₹	Balance as at April 1, 2012 ₹	Depreciation charge for the year ₹	Deductions on disposals ₹	Balance as at MARCH 31, 2013 ₹	Balance as at MARCH 31, 2012 ₹
(i) Tangible Assets:									
Furniture and Fixtures	1,41,339	--	-	141,339	52,926	16,003	-	72,410	88,413
Office Equipment	39,480	16,100	-	55,580	18,066	3,174	-	34,340	21,414
Computers	1,55,607	-	-	1,55,607	1,33,950	8,663	-	12,994	21,657
Sub Total	3,36,426	16,100	-	3,52,526	2,04,942	27,840	-	1,19,744	1,31,484
(ii) Intangible Assets									
Computer software	3,744	3,600	-	7,344	3,744	3,600	-	-	-
Website Development	-	18,600	-	18,600	-	3,100	-	15,500	-
Sub Total	3,744	22,200	-	25,944	3,744	6,700	-	15,500	-
Total	3,40,170	38,300	-	3,78,470	2,08,686	34,540	-	1,35,244	1,31,484
Total-Previous Year	2,87,479	52,691	-	3,40,170	1,65,496	43,190	-	1,31,484	1,21,983

Note No.5 FIXED ASSETS



INSURANCE BROKERS ASSOCIATION OF INDIA
(a company registered under section 25 of the Companies Act, 1956)

NOTES FORMING PARTS OF THE BALANCE SHEET AS AT MARCH 31, 2013
(In Rupees)

Note No. 6 NON-CURRENT INVESTMENTS

Investments in Mutual Funds	As at 31.3.2013 ₹	As at 31.3.2012 ₹
Unquoted-Non-Trade-(at cost)		
8%- Government of India(taxable) savings bonds-2003	-	15,00,000
Total	<u>-</u>	<u>15,00,000</u>

Note No. 7 NON-CURRENT ASSETS

Long Term Loans and Advances	As at 31.3.2013 ₹	As at 31.3.2012 ₹
Other Loans and Advances (Unsecured, considered good)		
Advances recoverable in cash or in kind or for value to be received:		
Deposits	6,000	6,000
Prepaid Expenses	18,354	-
Tax deducted at source on income	7,03,625	4,48,264
Total	<u>7,27,979</u>	<u>4,54,264</u>

Note No. 8 Other non-current assets

	As at 31.3.2013 ₹	As at 31.3.2012 ₹
(Unsecured, considered good)		
Reimbursements receivable from sponsors	-	49,167
Receivable from sponsors	-	1,00,000
Total	<u>-</u>	<u>1,49,167</u>

Note No. 9 CURRENT ASSETS

Cash and Bank Balances	As at 31.3.2013 ₹	As at 31.3.2012 ₹
a. Cash and cash equivalents Cash on hand	1,583	5,000
b. Other Bank balances Current Accounts	17,90,989	10,56,821
c. Bank deposits with more than 12 months maturity	2,11,46,702	1,37,93,000
Total	<u>2,29,39,274</u>	<u>1,48,54,821</u>

Note No. 10 Other current assets

	As at 31.3.2013 ₹	As at 31.3.2012 ₹
Interest accrued on Bonds	-	20,000
Profession tax receivable from Staff	-	200
Total	<u>-</u>	<u>20,200</u>

INSURANCE BROKERS ASSOCIATION OF INDIA
(a company registered under section 25 of the Companies Act, 1956)

Notes forming part of Statement of Income & Expenditure for the year ended March 31, 2013
(In Rupees)

Note No.		for the year ended 31.3.2013 ₹	for the year ended 31.3.2012 ₹
Note No.11	Revenue from Operations		
	Membership subscription fees	54,52,144	34,49,209
	Total	54,52,144	34,49,209
Note No.12	Other operating income		
	Sponsorship fees	32,55,000	26,00,000
	Members' Directory advertisement	20,000	10,000
	Total	32,75,000	26,10,000
Note No.13	Other Income		
	Bank interest	18,09,546	8,81,939
	Interest on 8% GOI taxable Bonds	41,333	1,75,778
	Miscellaneous Income	1,000	2,000
	Liability not payable written back	-	-
	Excess/short provisions written back	-	-
	Total	18,51,880	10,59,717
Note No.14	Employee Benefits Expense		
	Salaries & Ex-gratia	15,29,946	13,90,276
	Staff welfare, etc;	29,600	28,800
	Total	15,59,546	14,19,076
Note No.15	Other expenses		
	Power & Fuel	16,505	11,549
	Repairs to machinery	15,200	7,950
	Rates & Taxes	1,680	1,440
	Honorarium	2,667	57,774
	Annual Brokers Summit	16,46,141	10,74,235
	Annual General Meeting	85,664	1,05,417
	Meeting & Seminar	1,63,862	1,81,863
	Postage & Courier	88,054	44,375
	Telephones and internet	33,553	23,498
	Professional Fees	1,33,958	1,94,764
	Travel	6,12,516	5,44,338
	Printing and Stationery	2,45,878	1,08,802
	Membership & subscription	33,933	22,060
	Payments to the auditors:		
	- as auditor	50,562	50,562
	- for taxation matters	5,618	6,620
	Web-hosting maintenance	27,120	25,350
	Receivable from sponsor written off	1,00,000	-
	Miscellaneous expenses	49,583	36,909
	Total	33,12,494	24,97,506



INSURANCE BROKERS ASSOCIATION OF INDIA

Note No. 16 : Notes Forming Part of the Accounts for the year ended March 31, 2013

1. Insurance Brokers Association of India is registered under Section 25 of the Companies Act, 1956 on 25/07/2001 as a company limited by guarantee and not having a share capital. It is licensed to drop the word "Public Limited" after its name. It is also registered under section 12AA of the Income tax Act 1961.

2. Significant Accounting Policies:

a. System of accounting:

The company adopts the accrual basis in the preparation of the accounts except for receipt of membership renewal fees.

b. Income from operations:

i. Yearly renewal of membership subscription being related to IRDA license period, the renewal fees are accounted on receipt basis. Subscriptions received from new members enrolled during the year are recognized for pro-rata period commencing from the month of the year in which the member joined the association or from the date when the member obtained a license from the regulatory authority, whichever is later.

ii. Income from interest on term deposits with bank, investment in bonds, receipts of sponsorship moneys and banner displays from sponsors of events organized by the association, are accounted on accrual basis.

c. Expenses:

Expenses are accounted on accrual basis.

d. Fixed Assets and Depreciation:

i. Fixed Assets are carried at cost of acquisition. Cost includes taxes and incidental expenses related to acquisition and installation.

ii. Depreciation on Assets is being provided on "**Written Down Value Method**" at the rates specified in Schedule XIV to the Companies Act, 1956.

iii. Depreciation on additions during the year is provided for, at their respective rates from the month in which such asset is acquired.

iv. **Intangible asset.** The cost of web site development is amortised over a period of 36 months.

e. Investments:

Investments are valued at cost of acquisition

3. The Company has been legally advised that the income/receipts of the company would not be affected by the definition of "charitable purpose" under section 2(15) of the Income Tax Act, 1961. Accordingly, the income of the company would continue to be exempt u/s 11 of the Income Tax Act, 1961.
4. Information pursuant to paragraphs of Part II of Schedule VI of the Companies Act 1956 other than those disclosed in the Income & Expenditure account to the extent applicable for the year ended March 31, 2013.

(A)	Auditors' remuneration	31.3.2013	31.3.2012
		₹	₹
	Audit fees	45000	45000
	Income tax matters	5000	6002
	Other matters	0	0
	Service tax	6180	6180
	Total	56180	57182

5. Retirement and other employee benefits.

The Association does not have a policy of providing retirement benefits to the employees. Accordingly, none of the employees are entitled to any benefits during the year

6. Figures of the previous year have been regrouped wherever necessary to conform with the current year's presentation.
7. Figures in the accounts are rounded off to the nearest ₹.

Notes to accounts from 1 to 16 annexed hereto form an integral part of the financial statement.

As per our report of even date.

For and on behalf of the Board of Directors
Insurance Brokers Association of India

For **V B Doshi & Co.**
Chartered Accountants
FRN : 102757W

Sohanlal Kadel
President

CA Vijay B Doshi
Proprietor
(M. No. 037024)

A K Narang
Vice President

S V Thakkar
Vice President

Place : Mumbai - 400 001
Date : 30th June 2013

Place : Mumbai - 400 020
Date : 30th June 2013

Nitin G Dossa
Hon. Secretary & Treasurer



NOTIFICATION UNDER ARTICLE 9.2 OF THE ARTICLES OF ASSOCIATION

Date : 30th June 2013

All Members,

Sub: Election of Five Directors to the Board of the Insurance Brokers Association of India (IBAI)

Presently the Board of Directors of IBAI consists of the following Fifteen (15) Directors :-
Name of the Director and the Firm represented with Zone.

Sr. No.	Name	Name of the Broking Firm	Zone/Region
1	Mr Sohanlal Kadel (President)	Kadel Insurance Brokers (P) Ltd.	South
2	Mr S V Thakkar (Vice President)	Alliance Insurance Brokers Pvt. Ltd.	West
3	Mr Nitin G Dossa (Treasurer & Director)	Dossa Insurance & Broking Services Ltd.	West
4	Mr S K Sethi (Vice President)	RIA Insurance Brokers Pvt. Ltd.	North
5	Mr Atul D Boda (Director)	J B Boda Reinsurance Brokers Pvt. Ltd.	West
6	Mr S Sunder Raman (Director)	Suprasesh General Insurance Services & Brokers Pvt. Ltd.	South
7	Mr G C Rateria (Director)	Suraksha Insurance Brokers Pvt. Ltd.	East
8	Mr P K Kale (Director)	Jaika Insurance Brokerage Pvt. Ltd.	West
9	Mr S K Jain (Director)	Embee Insurance Brokers Ltd.	North
10	Mr Surendra Malhotra (Director)	J. K. Risk Managers & Insurance Brokers Ltd.	North
11	Mr Sanjay Kedia (Director)	Marsh India Insurance Brokers Pvt. Ltd.	West
12	Mr K V Satyanarayana (Director)	Coastal Insurance Brokers Pvt. Ltd.	South
13	Mr A K Narang (Director)	Sridhar Insurance Broker (P) Ltd.	North
14	Mr Kishan Agrawal (Director)	Worldwide Insurance Brokers Ltd.	North
15	Mr Fali A Poncha (Director-induced Jan 2013)	International Reinsurance & Insurance Consultancy & Broking Services Pvt. Ltd.	West

The following are the current details of region wise Directorships and the numbers of licensed brokers in each Zone/Region :

	No. of Director/s	Strength of licensed Brokers in the region	
		as on 30.09.12	as on date
1. East Zone comprising states of West Bengal, Bihar, Orissa, Assam, and other states in Eastern region.	1	28	31
2. West Zone comprising the states of Gujarat, Madhya Pradesh, Chattisgarh, Goa and Maharashtra.	6	108	114
3. South Zone comprising the states of Karnataka, Tamil Nadu Kerala and Andhra Pradesh.	3	61	62
4. North Zone comprising the states of Delhi, Punjab, Haryana, Uttar Pradesh, Uttarakhand, Himachal Pradesh, Rajasthan, Chandigarh and J&K.	5	90	92
Total	15	287	299

In terms of Article 9.2 (ii) the provision of one-third of the Board members will offer themselves for re-election every year and no member will continue without re-election beyond a period of three years as a Board member.

The constitution of Board of Directors and the Director who would be retiring in the ensuing Annual General Meeting was discussed at the meeting of the Board of Directors of the Company held on 28th June, 2013 at Mumbai and out of the following Four Directors, who retire by rotation, the following three have offered themselves for re-election.

1. **Mr S K Sethi**
2. **Mr Kishan Agrawal**
3. **Mr A K Narang**

The remaining Director **Mr Surendra Malhotra** who also retires by rotation has intimated his decision not offer for re-election and this vacancy is required to be filled up.

Besides, **Mr Fali A Poncha** who was inducted midterm on the Board to fill up the vacancy caused by passing away of Late Mr V Sithapathy, (**West Zone**) ceases to be a director and this **West Zone** vacancy also is required to be filled up.



Thus, during the ensuing Annual General Meeting on 24th September, 2013, we have to hold elections to fill up the position of Five Directors, viz. **Four Directors in North Zone**, One Director in **West Zone**.

Accordingly, members interested in nominating their representatives on the Board from West & North Zones are requested to send in their nominations in the prescribed format "**Nomination Form**" (copy of format enclosed) along with Demand Draft for ₹ 500/- other than retiring directors in favour of "**Insurance Brokers Association of India**", as per section 257 of the Companies Act, 1956. The amount of Rs.500/- shall be refunded to such person, or as the case may be to such member, if the person succeeds in getting elected as a Director.

The nominations duly filled in should reach Manager at the Registered Office of the Company at Maker Bhavan No.1, 7th Floor, Sir V T Marg, New Marine Lines, Mumbai – 400 020. on or before 6.00 p.m. on Monday, 10th September, 2013, duly marked "NOMINATION" in a sealed envelope.

For and on behalf of the Board of Directors of
INSURANCE BROKERS ASSOCIATION OF INDIA

Nitin G Dossa
Director & Hon. Secretary

Regd. Office :
Maker Bhavan No. 1,
7th Floor, Sir V T Marg,
Churchgate, Mumbai - 400 020.

Dated : 30th July, 2013



INSURANCE BROKERS ASSOCIATION OF INDIA

Regd. Office: Maker Bhavan No. 1, 7th Floor, Sir V. T. Marg, Mumbai-400 020

NOMINATION FORM

Full name of the Individual nominated for Directorship of the Company (in capital): _____

Name of the Broker/Company: _____

Valid IRDA License No.: _____

License Certificate Sr. No.: _____

Period of IRDA License: _____

Address: _____

Telephone No.: _____ /Fax No.: _____ /E-mail: _____

Mobile: _____

Details of the individual so nominated: _____

(a) Date of Birth: _____ ; (b) Qualifications: _____

(b) Designation of the Individual with the Broker/Company: _____

(c) Brief details of experience: _____

I, _____ the undersigned, holding the position of _____ with M/s. _____ Brokers Private Ltd/Ltd do hereby give my full consent to be elected to the Board of Directors of Insurance Brokers Association of India and to abide by the Memorandum of Association and Articles of Association of the Insurance Brokers Association of India

SIGNATURE of the Person nominated for Directorship of IBAI

Date :

We confirm the above particulars and propose to nominate that above official.

Name of the Authorised Official : _____

Officer of Broker member: _____

Designation: _____

SIGNATURE : _____

Date: _____

Company Name & Address :
(in rubber stamp)

Encl : Demand Draft No.: _____ dated _____ drawn on _____ Bank for ₹500/- enclosed herewith.

INSURANCE BROKERS ASSOCIATION OF INDIA

Regd. Office: Maker Bhavan No. 1, 7th Floor, Sir V. T. Marg, Mumbai-400 020

ATTENDANCE SLIP

I hereby record my presence at the Twelfth Annual General Meeting of the IBAI at **Walchand Hirachand Hall, 4th Floor, Indian Merchant Chambers, Churchgate, Mumbai – 400 020.** at 11.30 A.M. on Tuesday, the 24th September, 2013

Signature of the attending Member / Proxy _____

- Notes: 1. A Member wishing to attend the meeting must bring the Attendance Slip to the meeting and hand it over at the entrance duly signed.
2. A Member desiring to attend the meeting should bring copy of the IBAI annual Report for reference at the meeting enclosed herewith.

INSURANCE BROKERS ASSOCIATION OF INDIA

Regd. Office: Maker Bhavan No. 1, 7th Floor, Sir V. T. Marg, Mumbai-400 020

PROXY FORM

I/We _____ (name of broker-member firm) of _____ (full address of broker member firm) being a Member of the above named Company, hereby appoint _____ (name of proxy) of _____ (name and address of prox's firm) or failing him _____ (name of alternate proxy) of _____ (name and address of alternate proxy's firm) as my/our proxy to attend and vote for me/us and on my/our behalf at the Twelfth Annual General Meeting of the Company to be held on Tuesday, the 24th September, 2013 at 11.30 A.M. or at any adjournment thereof.

Signature of Proxy

Signature of Alternate Proxy

Signed this _____ day of _____ 2013.

Signature of Authorised Officer of broker-member firm :
Name of Authorised Officer of broker-member firm :

Affix ₹ 1.00
Revenue
Stamp

- Note: 1. The proxy must be returned so as to reach the Registered Office of the Association at Maker Bhavan No. 1, 7th Floor, Sir V. T. Marg, Mumbai-400 020 **not less than FORTY-EIGHT hours before the time for holding the aforesaid meeting.**
2. A proxy need not be a member of the Insurance Brokers Association of India.

