

**PERIODIC DISCLOSURES**  
**FORM NL-6-COMMISSION SCHEDULE**

Royal Sundaram General Insurance Co. Ltd

31-Dec-20

Particulars	FOR THE QUARTER ENDED 31st DECEMBER 2020																Total
	Fire Revenue Account	Marine Revenue Account			Miscellaneous Revenue Revenue Account											Total	
	Fire	Marine	Marine Hull	Marine Total	Motor OD	Motor TP	Motor	Workmen's Compensation / Employers Liability	Total Public / Product Liability	Engineering	Total Personal Accident	Total Health Insurance	Crop	Others	Miscellaneous Total		
Commission paid																	
Direct	49,463	13,549	-	13,549	512,054	43,025	555,079	2,642	698	21,047	15,355	96,912	-	1,518	693,251	756,263	
Add: Re-insurance Accepted	13,375	85	-	85	-	-	-	-	-	2,404	15	-	-	-	2,419	15,879	
Less: Commission on Re-insurance Ceded	(77,636)	(4,801)	-	(4,801)	(161,916)	(7,683)	(169,599)	(136)	(2,446)	(41,981)	(1,118)	(66,314)	(1,955)	(2,388)	(285,937)	(368,374)	
<b>Net Commission</b>	<b>(14,798)</b>	<b>8,833</b>	<b>-</b>	<b>8,833</b>	<b>350,138</b>	<b>35,342</b>	<b>385,480</b>	<b>2,506</b>	<b>(1,748)</b>	<b>(18,530)</b>	<b>14,252</b>	<b>30,598</b>	<b>(1,955)</b>	<b>(870)</b>	<b>409,733</b>	<b>403,768</b>	

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Commission paid																	
Direct	34,211	14,741	-	14,741	591,123	11,531	602,654	2,857	3,398	16,806	15,019	112,304	-	552	753,590	802,542	
Add: Re-insurance Accepted	9,305	26	-	26	-	-	-	-	-	716	25	-	-	-	741	10,072	
Less: Commission on Re-insurance Ceded	(34,333)	(6,173)	-	(6,173)	(180,817)	(6,071)	(186,888)	(147)	(93)	(30,513)	(1,461)	(63,316)	(97,550)	(1,833)	(381,801)	(422,307)	
<b>Net Commission</b>	<b>9,183</b>	<b>8,594</b>	<b>-</b>	<b>8,594</b>	<b>410,306</b>	<b>5,460</b>	<b>415,766</b>	<b>2,710</b>	<b>3,305</b>	<b>(12,991)</b>	<b>13,583</b>	<b>48,988</b>	<b>(97,550)</b>	<b>(1,281)</b>	<b>372,530</b>	<b>390,307</b>	

Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:

	Q3 2020-21	Q3 2019-20
Agents	12,283	124,195
Brokers	488,250	467,691
Corporate Agency	99,862	99,805
Referral	-	-
Others* (pl. specify)	155,868	110,851
<b>TOTAL (B)</b>	<b>756,263</b>	<b>802,542</b>

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Particulars	UPTO PERIOD ENDED 31st DECEMBER 2020																Total
	Fire Revenue Account	Marine Revenue Account			Miscellaneous Revenue Revenue Account											Total	
	Fire	Marine	Marine Hull	Marine Total	Motor OD	Motor TP	Motor	Workmen's Compensation / Employers Liability	Total Public / Product Liability	Engineering	Total Personal Accident	Total Health Insurance	Crop	Others	Miscellaneous Total		
Commission paid																	
Direct	250,585	38,168	-	38,168	1,324,708	75,295	1,400,003	6,022	3,658	56,828	53,273	293,013	-	6,935	1,819,732	2,108,485	
Add: Re-insurance Accepted	48,306	155	-	155	-	-	-	-	-	3,753	84	-	-	8	3,945	52,306	
Less: Commission on Re-insurance Ceded	(352,546)	(23,480)	(200)	(23,680)	(472,130)	(16,375)	(488,505)	(882)	(6,917)	(116,711)	(13,224)	(156,022)	(2,249)	(9,137)	(793,647)	(1,169,873)	
<b>Net Commission</b>	<b>(53,655)</b>	<b>14,843</b>	<b>(200)</b>	<b>14,643</b>	<b>852,578</b>	<b>58,920</b>	<b>911,498</b>	<b>5,140</b>	<b>(3,259)</b>	<b>(56,130)</b>	<b>40,133</b>	<b>136,991</b>	<b>(2,249)</b>	<b>(2,194)</b>	<b>1,029,930</b>	<b>990,918</b>	

Particulars	UPTO PERIOD ENDED 31st DECEMBER 2019																Total
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	Fire	Marine	Marine Hull	Marine Total	Motor OD	Motor TP	Motor	Workmen's Compensation / Employers Liability	Total Public / Product Liability	Engineering	Total Personal Accident	Total Health Insurance	Crop	Others	Miscellaneous Total		
Commission paid																	
Direct	191,731	47,072	-	47,072	1,656,011	29,418	1,685,429	7,688	7,541	52,797	50,594	305,900	-	5,087	2,115,036	2,353,839	
Add: Re-insurance Accepted	33,613	63	-	63	-	-	-	-	-	3,016	519	-	-	1,116	4,651	38,327	
Less: Commission on Re-insurance Ceded	(197,715)	(28,806)	(402)	(29,208)	(624,634)	(16,425)	(641,059)	(1,340)	(6,649)	(120,163)	(15,410)	(182,304)	(189,750)	(15,561)	(1,172,236)	(1,399,159)	
<b>Net Commission</b>	<b>27,629</b>	<b>18,329</b>	<b>(402)</b>	<b>17,927</b>	<b>1,031,377</b>	<b>12,993</b>	<b>1,044,370</b>	<b>6,348</b>	<b>892</b>	<b>(64,350)</b>	<b>35,703</b>	<b>123,596</b>	<b>(189,750)</b>	<b>(9,358)</b>	<b>947,451</b>	<b>993,007</b>	

Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:

	Q3 2020-21	Q3 2019-20
Agents	302,958	423,693
Brokers	1,222,517	1,387,472
Corporate Agency	261,084	302,485
Referral	-	-
Others* (pl. specify)	321,926	240,189
<b>TOTAL (B)</b>	<b>2,108,485</b>	<b>2,353,839</b>

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Note: The profit commission, if any, are to be combined with the Re-insurance accepted or Re-insurance ceded figures.

\* Others Include IMF, POS, Web aggregator, MISP