

PERIODIC DISCLOSURES
FORM NL-6-COMMISSION SCHEDULE



Royal Sundaram General Insurance Co. Ltd

30-Sep-17

(Formerly known as Royal Sundaram Alliance Insurance Company Ltd)

Particulars	QUARTER ENDED 30TH SEPTEMBER 2017														
	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	Others	Miscellaneous Total	Total
Commission paid															
Direct	27,319	7,521	-	7,521	2,20,505	1,868	2,22,373	1,357	1,349	10,803	10,247	70,110	446	3,16,685	3,51,525
Add: Re-insurance Accepted	1,781	-	-	-	-	-	-	-	-	255	2,348	-	-	2,603	4,384
Less: Commission on Re-insurance Ceded	(26,731)	(6,484)	(494)	(6,978)	(2,00,474)	-	(2,00,474)	(144)	(1,206)	(25,479)	(7,446)	(73,854)	(3,323)	(3,11,926)	(3,45,635)
Net Commission	2,369	1,037	(494)	543	20,031	1,868	21,899	1,213	143	(14,421)	5,149	(3,744)	(2,877)	7,363	10,275

Particulars	QUARTER ENDED 30TH SEPTEMBER 2016														
	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	Others	Miscellaneous Total	Total
Commission paid															
Direct	23,375	8,029	-	8,029	1,51,549	1,082	1,52,631	1,424	2,011	11,915	13,067	60,531	672	2,42,251	2,73,655
Add: Re-insurance Accepted	5,095	-	-	-	-	-	-	-	-	207	-	-	-	207	5,302
Less: Commission on Re-insurance Ceded	(30,361)	(8,563)	(453)	(9,016)	(22,099)	-	(22,099)	(173)	(1,985)	(26,395)	(770)	(29,863)	(1,923)	(83,208)	(1,22,585)
Net Commission	(1,892)	(534)	(453)	(987)	1,29,450	1,082	1,30,532	1,251	26	(14,273)	12,297	30,668	(1,251)	1,59,250	1,56,372

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

	For Q4 2016-17	For Q4 2015-16
Agents	89,653	44,592
Brokers	1,87,844	1,59,162
Corporate Agency	74,028	69,901
Referral	-	-
Others (pl. specify)	-	-
TOTAL (B)	3,51,525	2,73,655

Particulars	PERIOD ENDED 30TH SEPTEMBER 2017														
	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	Others	Miscellaneous Total	Total
Commission paid															
Direct	75,459	26,712	12	26,724	4,15,797	2,584	4,18,381	3,155	2,485	20,687	24,735	1,34,338	1,231	6,05,012	7,07,195
Add: Re-insurance Accepted	9,467	-	-	-	-	-	-	-	-	673	2,348	-	-	3,021	12,488
Less: Commission on Re-insurance Ceded	(93,334)	(20,400)	(718)	(21,118)	(3,34,314)	-	(3,34,314)	(305)	(3,624)	(74,684)	(15,395)	(1,44,342)	(6,370)	(5,79,034)	(6,93,486)
Net Commission	(8,408)	6,312	(706)	5,606	81,483	2,584	84,067	2,850	(1,139)	(53,324)	11,688	(10,004)	(5,139)	29,000	26,198

Particulars	PERIOD ENDED 30TH SEPTEMBER 2016														
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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	Others	Miscellaneous Total	Total
Commission paid															
Direct	63,286	25,287	-	25,287	3,04,309	2,334	3,06,643	2,646	3,546	19,542	25,417	1,25,155	1,925	4,84,874	5,73,447
Add: Re-insurance Accepted	13,668	-	-	-	-	-	-	-	-	941	-	-	-	941	14,609
Less: Commission on Re-insurance Ceded	(88,116)	(19,460)	(702)	(20,162)	(45,961)	-	(45,961)	(304)	(3,177)	(61,955)	(2,941)	(56,568)	(4,555)	(1,75,461)	(2,83,739)
Net Commission	(11,162)	5,827	(702)	5,125	2,58,348	2,334	2,60,682	2,342	369	(41,472)	22,476	68,587	(2,630)	3,10,354	3,04,317

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

	2016-17	2015-16
Agents	1,60,777	83,330
Brokers	4,10,955	3,53,825
Corporate Agency	1,35,463	1,32,292
Referral	-	-
Others (pl. specify)	-	-
TOTAL (B)	7,07,195	5,73,447

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