

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

Royal Sundaram General Insurance Co. Ltd

(Formerly known as Royal Sundaram Alliance Insurance Company Ltd)

30-Sep-18

| Particulars                            | FOR THE QUARTER ENDED 30th Sep 2018 |                        |              |              |                                       |            |                |  |                                  |                 |                         |                        |                  |               | 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 | Others           |               |               | Miscellaneous Total |
| Commission paid                        |                                     |                        |              |              |                                       |            |                |  |                                  |                 |                         |                        |                  |               |               |                     |
| Direct                                 | 40,660                              | 10,685                 | -            | 10,685       | 488,724                               | 792        | 489,516        | 2,183  | 1,083                            | 15,553          | 18,903                  | 107,872                | 2,495            | 637,605       | 688,950       |                     |
| Add: Re-insurance Accepted             | 2,674                               | 31                     | -            | 31           | -                                     | -          | -              | -  | -                                | 951             | 215                     | -                      | -                | 1,166         | 3,871         |                     |
| Less: Commission on Re-insurance Ceded | (29,063)                            | (6,156)                | (114)        | (6,270)      | (332,786)                             | -          | (332,786)      | (362)  | (1,786)                          | (50,257)        | (6,124)                 | (75,902)               | (107,479)        | (574,696)     | (610,029)     |                     |
| <b>Net Commission</b>                  | <b>14,271</b>                       | <b>4,560</b>           | <b>(114)</b> | <b>4,446</b> | <b>155,938</b>                        | <b>792</b> | <b>156,730</b> | <b>1,821</b>                                 | <b>(703)</b>                     | <b>(33,753)</b> | <b>12,994</b>           | <b>31,970</b>          | <b>(104,984)</b> | <b>64,075</b> | <b>82,792</b> |                     |

| Particulars                            | FOR THE QUARTER ENDED 30th Sep 2017 |                        |              |              |                                       |              |               |  |                                  |                 |                         |                        |                |              | 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 | Others         |              |               |
| Commission paid                        |                                     |                        |              |              |                                       |              |               |  |                                  |                 |                         |                        |                |              |               |
| Direct                                 | 27,319                              | 7,521                  | -            | 7,521        | 220,505                               | 1,868        | 222,373       | 1,357  | 1,349                            | 10,803          | 10,247                  | 70,110                 | 446            | 316,685      | 351,525       |
| 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)      | (200,474)                             | -            | (200,474)     | (144)  | (1,206)                          | (25,479)        | (7,446)                 | (73,854)               | (3,323)        | (311,926)    | (345,635)     |
| <b>Net Commission</b>                  | <b>2,369</b>                        | <b>1,037</b>           | <b>(494)</b> | <b>543</b>   | <b>20,031</b>                         | <b>1,868</b> | <b>21,899</b> | <b>1,213</b>                                 | <b>143</b>                       | <b>(14,421)</b> | <b>5,149</b>            | <b>(3,744)</b>         | <b>(2,877)</b> | <b>7,363</b> | <b>10,275</b> |

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

|                       | For Q2 2018-19 | For Q2 2017-18 |
|-----------------------|----------------|----------------|
| Agents                | 81,012         | 79,431         |
| Brokers               | 407,534        | 187,845        |
| Corporate Agency      | 150,483        | 74,079         |
| Referral              | -              | -              |
| Others* (pl. specify) | 49,921         | 10,170         |
| <b>TOTAL (B)</b>      | <b>688,950</b> | <b>351,525</b> |

| Particulars                            | UPTO HALF YEAR ENDED 30th Sep 2018 |                        |              |              |                                       |              |                |  |                                  |                 |                         |                        |                  |                | 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 | Others           |                |                |
| Commission paid                        |                                    |                        |              |              |                                       |              |                |  |                                  |                 |                         |                        |                  |                |                |
| Direct                                 | 84,246                             | 21,984                 | 62           | 22,046       | 949,067                               | 1,459        | 950,526        | 3,657  | 1,714                            | 24,478          | 33,351                  | 190,407                | 3,446            | 1,207,579      | 1,313,871      |
| Add: Re-insurance Accepted             | 7,798                              | 63                     | -            | 63           | -                                     | -            | -              | -  | -                                | 1,085           | 2,856                   | -                      | -                | 3,941          | 11,802         |
| Less: Commission on Re-insurance Ceded | (92,528)                           | (20,789)               | (452)        | (21,241)     | (527,233)                             | -            | (527,233)      | (557)  | (4,985)                          | (91,861)        | (15,617)                | (135,215)              | (112,181)        | (887,649)      | (1,001,418)    |
| <b>Net Commission</b>                  | <b>(484)</b>                       | <b>1,258</b>           | <b>(390)</b> | <b>868</b>   | <b>421,834</b>                        | <b>1,459</b> | <b>423,293</b> | <b>3,100</b>                                 | <b>(3,271)</b>                   | <b>(66,298)</b> | <b>20,590</b>           | <b>55,192</b>          | <b>(108,735)</b> | <b>323,871</b> | <b>324,255</b> |

| Particulars                            | UPTO HALF YEAR ENDED 30th Sep 2017 |                        |              |              |                                       |              |               |  |                                  |                 |                         |                        |                |               | 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 | Others         |               |               |
| Commission paid                        |                                    |                        |              |              |                                       |              |               |  |                                  |                 |                         |                        |                |               |               |
| Direct                                 | 75,459                             | 26,712                 | 12           | 26,724       | 415,797                               | 2,584        | 418,381       | 3,155  | 2,485                            | 20,687          | 24,735                  | 134,338                | 1,231          | 605,012       | 707,195       |
| 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)     | (334,314)                             | -            | (334,314)     | (305)  | (3,624)                          | (74,684)        | (15,395)                | (144,342)              | (6,370)        | (579,034)     | (693,486)     |
| <b>Net Commission</b>                  | <b>(8,408)</b>                     | <b>6,312</b>           | <b>(706)</b> | <b>5,606</b> | <b>81,483</b>                         | <b>2,584</b> | <b>84,067</b> | <b>2,850</b>                                 | <b>(1,139)</b>                   | <b>(53,324)</b> | <b>11,688</b>           | <b>(10,004)</b>        | <b>(5,139)</b> | <b>29,000</b> | <b>26,198</b> |

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

|                       | Upto H1 2018-19  | Upto H1 2017-18 |
|-----------------------|------------------|-----------------|
| Agents                | 172,793          | 145,111         |
| Brokers               | 827,709          | 410,956         |
| Corporate Agency      | 236,060          | 135,514         |
| Referral              | -                | -               |
| Others* (pl. specify) | 77,309           | 15,615          |
| <b>TOTAL (B)</b>      | <b>1,313,871</b> | <b>707,195</b>  |

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