

FORM NL-36- BUSINESS -CHANNELS WISE



Name of the Insurer: Royal Sundaram General Insurance Co. Limited
Registration No.102 and Date of Registration with the IRDAI:23.10.2000

Date: 31-Dec-21

Sl.No.	Channels	For the Quarter		Upto the Quarter		For the corresponding quarter of the previous year		Up to the corresponding quarter of the previous year	
		No. of Policies	Premium (Rs.Lakhs)	No. of Policies	Premium (Rs.Lakhs)	No. of Policies	Premium (Rs.Lakhs)	No. of Policies	Premium (Rs.Lakhs)
1	Individual agents	76,461	8,350	2,00,868	24,276	83,494	10,411	2,00,113	25,475
2	Corporate Agents-Banks	11,481	1,471	35,319	5,087	7,078	1,017	28,149	3,657
3	Corporate Agents -Others	26,656	6,200	86,574	19,680	35,161	8,703	1,10,155	25,667
4	Brokers	3,32,921	36,288	7,58,151	1,06,365	2,66,183	35,106	6,03,426	94,440
5	Micro Agents	16	1	36	1	12	1	40	1
6	Direct Business								
	Officers/Employees								
	Online (Through Company Website)	5,170	57	15,626	178	2,904	35	6,851	93
	Others	60,216	5,245	1,35,695	15,546	37,029	10,374	1,12,881	20,995
7	Common Service Centres(CSC)		0						
8	Insurance Marketing Firm	1,261	78	2,184	173	104	20	151	30
9	Point of sales person (Direct)	1,10,313	10,614	2,64,374	28,253	1,20,412	13,424	219,363	26,946
10	MISP (Direct)	2,103	288	5,291	948	3,100	371	6,242	978
11	Web Aggregators	59,204	2,649	1,39,024	6,010	45,927	1,580	1,34,558	4,746
12	Referral Arrangements								
13	Other (to be specified)								
	(i) _____								
	(ii) _____								
	Total (A)	6,85,802	71,238	16,43,142	2,06,518	6,01,404	81,041	14,21,929	2,03,029
14	Business outside India (B)								
	Grand Total (A+B)	6,85,802	71,238	16,43,142	2,06,518	6,01,404	81,041	14,21,929	2,03,029

Note:

- (a). Premium means amount of premium received from business acquired by the source
(b). No of Policies stand for no. of policies sold
(c). Grand Total (A+B) should be consistent with all relevant NL forms e.g. NL-4 etc., as applicable