

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: 30-Sep-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	70,982	8,672	1,24,407	15,927	69,006	8,487	1,16,619	15,064
2	Corporate Agents-Banks	16,375	2,570	23,838	3,616	11,097	2,389	21,071	2,640
3	Corporate Agents -Others	25,838	6,009	59,918	13,480	37,735	7,619	74,994	16,964
4	Brokers	2,58,215	36,838	4,25,230	70,077	1,81,391	29,288	3,37,243	59,335
5	Micro Agents	12	0	20	1	12	0	28	0
6	Direct Business								
	Officers/Employees								
	Online (Through Company Website)	6,867	79	10,456	121	2,312	33	3,947	58
	Others	51,300	6,178	75,479	10,301	41,573	5,272	75,852	10,621
7	Common Service Centres(CSC)		0			0	-		
8	Insurance Marketing Firm	727	72	923	95	31	7	47	9
9	Point of sales person (Direct)	99,557	10,882	1,54,061	17,639	62,576	8,438	98,951	13,522
10	MISP (Direct)	1,759	380	3,188	661	1,831	360	3,142	607
11	Web Aggregators	41,730	1,668	79,820	3,360	49,497	1,651	88,631	3,167
12	Referral Arrangements								
13	Other (to be specified)								
	(i) _____								
	(ii) _____								
	Total (A)	5,73,362	73,347	9,57,340	1,35,279	4,57,061	63,543	8,20,525	1,21,987
14	Business outside India (B)								
	Grand Total (A+B)	5,73,362	73,347	9,57,340	1,35,279	4,57,061	63,543	8,20,525	1,21,987

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