

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

Royal Sundaram General Insurance Co. Ltd

31-Mar-21

Particulars	FOR THE QUARTER ENDED 31st Mar 2021															
	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	Total
Commission paid																
Direct	74,956	15,561	-	15,561	477,577	50,485	528,062	2,206	1,219	20,849	14,911	109,959	-	6,685	683,891	774,408
Add: Re-insurance Accepted	7,974	13	-	13	-	-	-	-	-	690	330	-	-	-	1,020	9,007
Less: Commission on Re-insurance Ceded	(82,361)	(5,102)	(31)	(5,133)	(163,733)	(8,183)	(171,916)	(116)	(780)	(44,433)	(7,781)	(54,010)	(133)	(2,018)	(281,187)	(368,681)
<b>Net Commission</b>	<b>569</b>	<b>10,472</b>	<b>(31)</b>	<b>10,441</b>	<b>313,844</b>	<b>42,302</b>	<b>356,146</b>	<b>2,090</b>	<b>439</b>	<b>(22,894)</b>	<b>7,460</b>	<b>55,949</b>	<b>(133)</b>	<b>4,667</b>	<b>403,724</b>	<b>414,734</b>

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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	Total
Commission paid																
Direct	55,162	14,605	-	14,605	516,072	15,787	531,859	1,958	33	18,852	17,487	153,307	-	7,303	730,799	800,566
Add: Re-insurance Accepted	4,855	48	-	48	-	-	-	-	-	1,204	-	-	-	811	2,015	6,918
Less: Commission on Re-insurance Ceded	(63,466)	(5,902)	256	(5,646)	(33,341)	(6,461)	(39,802)	772	(4,408)	(43,245)	(1,558)	(72,029)	(46,780)	(7,515)	(214,565)	(283,677)
<b>Net Commission</b>	<b>(3,449)</b>	<b>8,751</b>	<b>256</b>	<b>9,007</b>	<b>482,731</b>	<b>9,326</b>	<b>492,057</b>	<b>2,730</b>	<b>(4,375)</b>	<b>(23,189)</b>	<b>15,929</b>	<b>81,278</b>	<b>(46,780)</b>	<b>599</b>	<b>518,249</b>	<b>523,807</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	112,330	89,862
Brokers	440,610	432,638
Corporate Agency	92,179	119,173
Referral	-	-
Others* (pl. specify)	129,289	158,892
<b>TOTAL (B)</b>	<b>774,408</b>	<b>800,566</b>

Particulars	YEAR ENDED 31st Mar 2021															
	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	Total
Commission paid																
Direct	325,541	53,729	-	53,729	1,802,294	125,770	1,928,064	8,228	4,877	77,677	68,184	402,972	-	13,620	2,503,622	2,882,892
Add: Re-insurance Accepted	56,280	168	-	168	-	-	-	-	-	4,443	414	-	-	8	4,865	61,313
Less: Commission on Re-insurance Ceded	(434,907)	(28,582)	(231)	(28,813)	(635,863)	(24,558)	(660,421)	(998)	(7,697)	(161,144)	(21,005)	(210,032)	(2,382)	(11,154)	(1,074,833)	(1,538,553)
<b>Net Commission</b>	<b>(53,086)</b>	<b>25,315</b>	<b>(231)</b>	<b>25,084</b>	<b>1,166,431</b>	<b>101,212</b>	<b>1,267,643</b>	<b>7,230</b>	<b>(2,820)</b>	<b>(79,024)</b>	<b>47,593</b>	<b>192,940</b>	<b>(2,382)</b>	<b>2,474</b>	<b>1,433,654</b>	<b>1,405,652</b>

Particulars	YEAR ENDED 31st Mar 2020															
	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	Total
Commission paid																
Direct	246,893	61,677	-	61,677	2,172,083	45,205	2,217,288	9,646	7,574	71,649	68,081	459,207	-	12,390	2,845,835	3,154,405
Add: Re-insurance Accepted	38,468	111	-	111	-	-	-	-	-	4,220	519	-	-	1,927	6,666	45,245
Less: Commission on Re-insurance Ceded	(261,181)	(34,708)	(146)	(34,854)	(657,975)	(22,886)	(680,861)	(568)	(11,057)	(163,408)	(16,968)	(254,333)	(236,530)	(23,076)	(1,386,801)	(1,682,836)
<b>Net Commission</b>	<b>24,180</b>	<b>27,080</b>	<b>(146)</b>	<b>26,934</b>	<b>1,514,108</b>	<b>22,319</b>	<b>1,536,427</b>	<b>9,078</b>	<b>(3,483)</b>	<b>(87,539)</b>	<b>51,632</b>	<b>204,874</b>	<b>(236,530)</b>	<b>(8,759)</b>	<b>1,465,700</b>	<b>1,516,814</b>

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

	FY 2020-21	FY Q3 2019-20
Agents	415,288	513,556
Brokers	1,663,127	1,820,110
Corporate Agency	353,262	421,658
Referral	-	-
Others* (pl. specify)	451,215	399,081
<b>TOTAL (B)</b>	<b>2,882,892</b>	<b>3,154,405</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