

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

Royal Sundaram General Insurance Co. Ltd  
 (Formerly known as Royal Sundaram Alliance Insurance Company Ltd)

31-Dec-18

Particulars	FOR THE QUARTER ENDED 31st Dec 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	28,879	8,096	30	8,126	411,031	455	411,486	1,979	1,844	16,585	14,767	76,496	1,638	524,795	561,800	
Add: Re-insurance Accepted	2,194	-	-	-	-	-	-	-	-	661	13	-	-	674	2,868	
Less: Commission on Re-insurance Ceded	(28,431)	(6,271)	(70)	(6,341)	(215,124)	-	(215,124)	(206)	(2,884)	(32,686)	(1,607)	(52,208)	(27,730)	(332,445)	(367,217)	
<b>Net Commission</b>	<b>2,642</b>	<b>1,825</b>	<b>(40)</b>	<b>1,785</b>	<b>195,907</b>	<b>455</b>	<b>196,362</b>	<b>1,773</b>	<b>(1,040)</b>	<b>(15,440)</b>	<b>13,173</b>	<b>24,288</b>	<b>(26,092)</b>	<b>193,024</b>	<b>197,451</b>	

Particulars	FOR THE QUARTER ENDED 31st Dec 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			Miscellaneous Total
Commission paid																
Direct	25,610	7,924	-	7,924	400,149	1,648	401,797	1,623	1,647	13,524	10,538	70,433	223	499,785	533,319	
Add: Re-insurance Accepted	1,295	12	-	12	-	-	-	-	-	325	23	-	-	348	1,656	
Less: Commission on Re-insurance Ceded	(24,479)	(6,291)	(9)	(6,300)	(195,912)	-	(195,912)	(147)	(2,855)	(28,640)	(2,826)	(61,092)	(1,263)	(292,735)	(323,514)	
<b>Net Commission</b>	<b>2,426</b>	<b>1,645</b>	<b>(9)</b>	<b>1,636</b>	<b>204,237</b>	<b>1,648</b>	<b>205,885</b>	<b>1,476</b>	<b>(1,208)</b>	<b>(14,791)</b>	<b>7,735</b>	<b>9,341</b>	<b>(1,040)</b>	<b>207,398</b>	<b>211,461</b>	

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

	For Q3 2018-19	For Q3 2017-18
Agents	104,187	88,200
Brokers	354,149	347,749
Corporate Agency	76,874	79,234
Referral	-	-
Others* (pl. specify)	26,591	18,136
<b>TOTAL (B)</b>	<b>561,800</b>	<b>533,319</b>

Particulars	FOR THE PERIOD ENDED 31st Dec 2018														
	Fire Revenue Account	Marine Revenue Account			Miscellaneous 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	113,125	30,080	92	30,172	1,360,098	1,914	1,362,012	5,636	3,558	41,063	48,118	266,903	5,084	1,732,374	1,875,671
Add: Re-insurance Accepted	9,992	63	-	63	-	-	-	-	-	1,746	2,869	-	-	4,615	14,670
Less: Commission on Re-insurance Ceded	(120,959)	(27,060)	(522)	(27,582)	(742,357)	-	(742,357)	(763)	(7,869)	(124,547)	(17,224)	(187,423)	(139,911)	(1,220,094)	(1,368,635)
<b>Net Commission</b>	<b>2,158</b>	<b>3,083</b>	<b>(430)</b>	<b>2,653</b>	<b>617,741</b>	<b>1,914</b>	<b>619,655</b>	<b>4,873</b>	<b>(4,311)</b>	<b>(81,738)</b>	<b>33,763</b>	<b>79,480</b>	<b>(134,827)</b>	<b>516,895</b>	<b>521,706</b>

Particulars	FOR THE PERIOD ENDED 31st Dec 2017														
	Fire Revenue Account	Marine Revenue Account			Miscellaneous 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	101,069	34,636	12	34,648	815,946	4,232	820,178	4,778	4,132	34,211	35,273	204,771	1,454	1,104,797	1,240,514
Add: Re-insurance Accepted	10,762	12	-	12	-	-	-	-	-	998	2,371	-	-	3,370	14,144
Less: Commission on Re-insurance Ceded	(117,813)	(26,691)	(727)	(27,418)	(530,226)	-	(530,226)	(452)	(6,479)	(103,324)	(18,221)	(205,434)	(7,633)	(871,769)	(1,017,000)
<b>Net Commission</b>	<b>(5,982)</b>	<b>7,957</b>	<b>(715)</b>	<b>7,242</b>	<b>285,720</b>	<b>4,232</b>	<b>289,952</b>	<b>4,326</b>	<b>(2,347)</b>	<b>(68,115)</b>	<b>19,423</b>	<b>(663)</b>	<b>(6,179)</b>	<b>236,398</b>	<b>237,659</b>

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

	9months 2018-19	9months 2017-18
Agents	276,980	233,311
Brokers	1,181,858	758,704
Corporate Agency	312,934	214,748
Referral	-	-
Others* (pl. specify)	103,900	33,751
<b>TOTAL (B)</b>	<b>1,875,671</b>	<b>1,240,514</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, MIS P