

PERIODIC DISCLOSURES
FORM NL-6-COMMISSION SCHEDULE

Royal Sundaram General Insurance Co. Ltd

30-Sep-19

Particulars	FOR THE QUARTER ENDED 30th Sep 2019															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	Crop	Others	Miscellaneous Total		Total
Commission paid																	
Direct	53,018	15,054	-	15,054	559,016	1,140	560,156	1,764	3,636	16,392	18,898	103,664	-	974	705,484	773,556	
Add: Re-insurance Accepted	10,502	33	-	33	-	-	-	-	-	1,588	5	-	-	-	1,593	12,128	
Less: Commission on Re-insurance Ceded	(59,926)	(7,975)	(50)	(8,025)	(156,022)	(10,354)	(166,376)	(129)	(3,552)	(53,103)	(3,013)	(59,781)	(92,144)	(5,502)	(383,600)	(451,551)	
Net Commission	3,594	7,112	(50)	7,062	402,994	(9,214)	393,780	1,635	84	(35,123)	15,890	43,883	(92,144)	(4,528)	323,477	334,133	

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	Crop	Others	Miscellaneous Total	
Commission paid																
Direct	48,265	12,245	-	12,245	609,472	792	610,264	2,849	1,492	19,801	21,182	109,241	-	2,759	767,587	828,098
Add: Re-insurance Accepted	6,760	31	-	31	-	-	-	-	-	1,747	215	-	-	-	1,962	8,753
Less: Commission on Re-insurance Ceded	(29,063)	(6,156)	(114)	(6,270)	(322,479)	(10,307)	(332,786)	(362)	(1,786)	(50,257)	(6,124)	(75,902)	(104,886)	(2,593)	(574,696)	(610,029)
Net Commission	25,962	6,120	(114)	6,006	286,993	(9,515)	277,478	2,487	(294)	(28,709)	15,273	33,339	(104,886)	166	194,853	226,821

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

	For Q2 2019-20	For Q2 2018-19
Agents	189,249	96,924
Brokers	430,922	520,400
Corporate Agency	103,925	157,777
Referral	-	-
Others* (pl. specify)	49,460	52,996
TOTAL (B)	773,556	828,098

Particulars	UPTO HALF YEAR ENDED 30th Sep 2019															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	Crop	Others			Miscellaneous Total
Commission paid																	
Direct	157,520	32,331	-	32,331	1,081,164	1,612	1,082,776	4,831	4,143	35,991	35,575	193,596	-	4,535	1,361,447	1,551,298	
Add: Re-insurance Accepted	24,308	37	-	37	-	-	-	-	-	2,300	494	-	-	1,116	3,910	28,255	
Less: Commission on Re-insurance Ceded	(163,382)	(22,633)	(402)	(23,035)	(443,817)	(10,354)	(454,171)	(1,193)	(6,556)	(89,650)	(13,949)	(118,988)	(92,200)	(13,728)	(790,435)	(976,852)	
Net Commission	18,446	9,735	(402)	9,333	637,347	(8,742)	628,605	3,638	(2,413)	(51,359)	22,120	74,608	(92,200)	(8,077)	574,922	602,701	

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	Crop	Others			Miscellaneous Total
Commission paid																	
Direct	101,248	24,419	62	24,481	1,177,556	1,459	1,179,016	4,792	2,265	31,858	36,180	191,786	-	3,968	1,449,865	1,575,594	
Add: Re-insurance Accepted	11,884	63	-	63	-	-	-	-	-	1,881	2,856	-	-	-	4,737	16,684	
Less: Commission on Re-insurance Ceded	(92,528)	(20,789)	(452)	(21,241)	(516,926)	(10,307)	(527,233)	(557)	(4,985)	(91,861)	(15,617)	(135,215)	(105,714)	(6,467)	(887,649)	(1,001,418)	
Net Commission	20,604	3,693	(390)	3,303	660,630	(8,848)	651,783	4,235	(2,720)	(58,122)	23,419	56,571	(105,714)	(2,499)	566,953	590,860	

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

	HI 2019-20	HI 2018-19
Agents	299,499	196,167
Brokers	919,781	1,047,240
Corporate Agency	202,680	243,354
Referral	-	-
Others* (pl. specify)	129,338	88,833
TOTAL (B)	1,551,298	1,575,594

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