

PERIODIC DISCLOSURES

FORM NL-6-COMMISSION SCHEDULE

Royal Sundaram General Insurance Co. Ltd

31-Mar-20

Particulars	FOR THE QUARTER 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	55,162	14,605	-	14,605	525,080	6,778	531,858	1,958	33	18,852	17,487	153,307	-	7,303	730,798	800,565
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)
Net Commission	(3,449)	8,751	256	9,007	491,739	317	492,056	2,730	(4,375)	(23,189)	15,929	81,278	(46,780)	599	518,249	523,807

Particulars	FOR THE QUARTER ENDED 31st Mar 2019															
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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	18,975	9,211	(30)	9,181	573,979	519	574,497	2,023	2,049	12,599	17,846	121,753	-	5,645	736,412	764,567
Add: Re-insurance Accepted	8,088	3	-	3	-	-	-	-	-	2,032	95	-	-	-	2,127	10,218
Less: Commission on Re-insurance Ceded	(32,297)	(8,626)	4	(8,622)	(216,433)	(5,481)	(221,914)	(133)	(425)	(11,954)	(2,282)	(59,453)	5,157	(4,167)	(295,171)	(336,090)
Net Commission	(5,234)	588	(26)	562	357,546	(4,963)	352,583	1,890	1,624	2,677	15,659	62,300	5,157	1,478	443,368	438,695

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

	For Q4 2019-20	For Q4 2018-19
Agents	89,862	68,537
Brokers	432,638	443,285
Corporate Agency	119,172	115,022
Referral	-	-
Others* (pl. specify)	158,892	137,723
TOTAL (B)	800,565	764,567

Particulars	YEAR ENDED 31st Mar 2020															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	246,893	61,677	-	61,677	2,208,186	9,102	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)	
Net Commission	24,180	27,080	(146)	26,934	1,550,211	(13,784)	1,536,427	9,078	(3,483)	(87,539)	51,632	204,874	(236,530)	(8,759)	1,465,700	1,516,814	

Particulars	YEAR ENDED 31st Mar 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	160,374	43,737	62	43,799	2,285,256	2,432	2,287,688	9,080	6,281	64,180	69,460	392,004	-	11,424	2,840,118	3,044,291	
Add: Re-insurance Accepted	18,080	66	-	66	-	-	-	-	-	3,778	2,964	-	-	-	6,742	24,888	
Less: Commission on Re-insurance Ceded	(153,256)	(35,686)	(518)	(36,204)	(943,130)	(21,141)	(964,271)	(896)	(8,294)	(136,501)	(19,506)	(246,876)	(119,786)	(19,135)	(1,515,265)	(1,704,725)	
Net Commission	25,198	8,117	(456)	7,661	1,342,126	(18,709)	1,323,417	8,184	(2,013)	(68,543)	52,918	145,128	(119,786)	(7,711)	1,331,595	1,364,454	

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

	2019-20	2018-19
Agents	513,556	385,306
Brokers	1,820,110	1,957,295
Corporate Agency	421,658	440,835
Referral	-	-
Others* (pl. specify)	399,081	260,854
TOTAL (B)	3,154,405	3,044,291

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