

## 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: 31-Dec-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	17,810	2,253	40,025	6,055	12,970	1,866	26,448	3,813
2	Corporate Agents-Banks	11,416	1,461	35,319	5,087	7,078	1,017	28,149	3,657
3	Corporate Agents -Others	26,404	6,153	86,574	19,680	35,161	8,703	1,10,155	25,667
4	Brokers	3,33,476	36,488	7,58,151	1,06,365	2,66,183	35,106	6,03,426	94,440
5	Micro Agents	16	1	36	1	12	1	40	1
6	Direct Business								
	-Officers/Employees								
	-Online (Through Company Website)								
	-Others	1,23,810	11,253	3,12,164	33,945	1,10,457	18,955	2,93,397	42,750
7	Common Service Centres(CSC)		0						
8	Insurance Marketing Firm	1,261	78	2184	173	104	20	151	30
9	Point of sales person (Direct)	1,10,300	10,615	264374	28,253	1,20,412	13,424	219363	26,946
10	MISP (Direct)	2,105	288	5291	948	3,100	371	6242	978
11	Web Aggregators	59,204	2,649	139024	6,010	45,927	1,580	134558	4,746
12	Referral Arrangements								
13	Other (to be specified)								
	(i) _____								
	(ii) _____								
	Total (A)	6,85,802	71,238	16,43,142	2,06,518	6,01,404	81,041	14,21,929	2,03,029
14	Business outside India (B)								
	Grand Total (A+B)	6,85,802	71,238	16,43,142	2,06,518	6,01,404	81,041	14,21,929	2,03,029

## 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