

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: 30-Sep-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	22,159	3,781	22,161	3,781	8,870	1,221	13,478	1,948
2	Corporate Agents-Banks	16,375	2,570	23,838	3,616	11,097	2,389	21,071	2,640
3	Corporate Agents -Others	25,838	6,009	59,918	13,480	37,735	7,619	74,994	16,964
4	Brokers	2,58,215	36,838	4,25,230	70,077	1,81,391	29,288	3,37,243	59,335
5	Micro Agents	12	0	20	1	12	0	28	0
6	Direct Business								
	-Officers/Employees								
	-Online (Through Company Website)								
	-Others	1,07,021	11,153	1,90,600	22,709	1,04,021	12,571	1,82,940	23,795
7	Common Service Centres(CSC)		0			0	-		
8	Insurance Marketing Firm	729	72	923	95	31	7	47	9
9	Point of sales person (Direct)	99,530	10,876	154,061	17,639	62,576	8,438	98,951	13,522
10	MISP (Direct)	1,753	379	3,188	661	1,831	360	3,142	607
11	Web Aggregators	41,730	1,668	77,401	3,220	49,497	1,651	88,631	3,167
12	Referral Arrangements								
13	Other (to be specified)								
	(i) _____ (ii) _____								
	Total (A)	5,73,362	73,347	9,57,340	1,35,279	4,57,061	63,543	8,20,525	1,21,987
14	Business outside India (B)								
	Grand Total (A+B)	5,73,362	73,347	9,57,340	1,35,279	4,57,061	63,543	8,20,525	1,21,987

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