

PERIODIC DISCLOSURES
FORM NL-6-COMMISSION SCHEDULE

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

31-Mar-18

Particulars	QUARTER ENDED 31st March 2018														Total
	Fire Revenue Account				Marine Revenue Account				Miscellaneous Revenue Account						
	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	43,419	8,430	-	8,430	4,45,550	2,439	4,46,749	1,533	1,849	13,727	13,709	86,532	4,505	5,68,604	6,20,453
Add: Re-insurance Accepted	3,513	(0)	-	(0)	-	-	-	-	-	363	171	-	-	534	4,046
Less: Commission on Re-insurance Ceded	(43,919)	(4,956)	(252)	(5,208)	(1,90,923)	-	(1,90,923)	(127)	(2,364)	(28,618)	(4,310)	(64,036)	(1,223)	(2,91,601)	(3,40,728)
Net Commission	3,013	3,474	(252)	3,222	2,54,627	2,439	2,55,826	1,406	(515)	(14,528)	9,570	22,496	3,282	2,77,537	2,83,771

Particulars	QUARTER ENDED 31st March 2017														Total
	Fire Revenue Account				Marine Revenue Account				Miscellaneous Revenue Account						
	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	21,281	7,123	52	7,175	1,79,281	487	1,79,768	1,069	1,864	13,163	11,837	69,174	6,359	2,83,234	3,11,690
Add: Re-insurance Accepted	484	-	-	-	-	-	-	-	-	136	-	-	-	136	620
Less: Commission on Re-insurance Ceded	(29,136)	(4,258)	(100)	(4,358)	(24,942)	-	(24,942)	(107)	(989)	(25,029)	(2,557)	(78,863)	(2,318)	(1,34,805)	(1,68,299)
Net Commission	(7,371)	2,865	(48)	2,817	1,54,339	487	1,54,826	962	875	(11,730)	9,280	(9,689)	4,041	1,48,565	1,44,011

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

	For Q4 2017-18	For Q4 2016-17
Agents	1,26,903	71,528
Brokers	3,90,778	1,86,608
Corporate Agency	1,02,772	53,554
Referral	-	-
Others (pl. specify)	-	-
TOTAL (B)	6,20,453	3,11,690

Particulars	PERIOD ENDED 31st March 2018														Total
	Fire Revenue Account				Marine Revenue Account				Miscellaneous Revenue Account						
	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	1,44,488	43,066	12	43,078	12,61,496	5,432	12,66,928	6,311	5,981	47,938	48,982	2,91,303	5,959	16,73,402	18,60,968
Add: Re-insurance Accepted	14,275	12	-	12	-	-	-	-	-	1,361	2,543	-	-	3,904	18,191
Less: Commission on Re-insurance Ceded	(1,61,732)	(31,647)	(979)	(32,626)	(7,21,149)	-	(7,21,149)	(579)	(8,843)	(1,31,942)	(22,531)	(2,69,470)	(8,856)	(11,63,370)	(13,57,728)
Net Commission	(2,969)	11,431	(967)	10,464	5,40,347	5,432	5,45,779	5,732	(2,862)	(82,643)	28,994	21,833	(2,897)	5,13,935	5,21,430

Particulars	PERIOD ENDED 31st March 2017														Total
	Fire Revenue Account				Marine Revenue Account				Miscellaneous Revenue Account						
	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	1,07,189	36,919	52	36,971	6,61,483	3,546	6,65,029	4,801	7,263	41,934	47,318	2,55,780	8,813	10,30,938	11,75,098
Add: Re-insurance Accepted	15,727	-	-	-	-	-	-	-	-	1,257	-	-	-	1,257	16,984
Less: Commission on Re-insurance Ceded	(1,43,535)	(28,695)	(1,122)	(29,817)	(97,385)	-	(97,385)	(531)	(7,511)	(1,11,454)	(7,528)	(1,86,921)	(8,334)	(4,19,664)	(5,93,016)
Net Commission	(20,619)	8,224	(1,070)	7,154	5,64,098	3,546	5,67,644	4,270	(2,48)	(68,263)	39,790	68,859	479	6,12,531	5,99,066

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

	2017-18	2016-17
Agents	3,93,965	2,03,161
Brokers	11,49,483	7,27,961
Corporate Agency	3,17,520	2,43,976
Referral	-	-
Others (pl. specify)	-	-
TOTAL (B)	18,60,968	11,75,098

Note: The profit commission, if any, are to be combined with the Re-insurance accepted or Re-insurance ceded figures.