| (Amount in Rs. Lakhs)  |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   | laneous                                       |   |                                  |
|--|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|----------------------------------|
| Particulars  | F   | RE Marine Cargo                               |   | Marine Hull <u>Total Marine</u>               |   | Mot   | tor OD                                      | Moto  | r TP  | Total   | Motor                                       | Health Persona                                |   | Personal                                      | I Accident Trave                            |   | rel Insurance To                            |   | Health                                      | Workmen's Compensation/<br>Employer's Liability |   | Public/ Product Liabi                         |   |   |   |                                  |
|  | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021 | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021 | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021 | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021 | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021 | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021 | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021 | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021 | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021 | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021   | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021 | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021 | For the<br>Quarter 31st<br>December<br>2021 | Up to<br>quarter<br>Decem<br>202 |
|  |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |                                  |
| mmission & Remuneration  | 395   | 1,285   | 39  | 105   | -   | -   | 39  | 105   | 3,324                                       | 7,455   | 18  | 41  | 3,342                                       | 7,497   | 528   | 2,457   | 214   | 2,411   | 0   | 0   | 742   | 4,868   | 1   | 6   | 11  |                                  |
| ewards   | 34  | 302   | 10  | 32  | -   | -   | 10  | 32  | 1,000                                       | 2,291   | 4   | 10  | 1,005                                       | 2,301   | 65  | 287   | 0   | 0   | 0   | 0   | 65  | 287   | 0   | 2   | 10  |                                  |
| istribution fees   |   |   |   |   |   |   |   | -   |   |   |   |   | -   | -   |   |   |   |   |   |   | -   | -   |   |   |   |                                  |
| ross Commission  | 430   | 1,586   | 49  | 137   | -   | -   | 49  | 137   | 4,325                                       | 9,746   | 22  | 51  | 4,347                                       | 9,797   | 593   | 2,744   | 214   | 2,411   | 0   | 0   | 807   | 5,155   | 1   | 8   | 21  |                                  |
| dd: Commission on Re-insurance Accepted                              | 23  | 50  | -   | -   | -   | -   |   | -   | -   | -   | -   |   | -   | -   | -   |   | -   | -   | -   | -   | -   | -   | -   | -   | -   |                                  |
| ss: Commission on Re-insurance Ceded                                 | 160   | 1,120   | 51  | 136   | 47  | 134   | 98  | 271   | 163   | 1,722   | 520   | 2,705   | 683   | 4,427   | 31  | 156   | (491)                                       | 1,774   | 0   | 0   | (460)                                       | 1,931   | 0   | 0   | 3   |                                  |
| et Commission  | 293   | 516   | (2)   | 1   | (47)  | (134)   | (49)  | (133)   | 4,162                                       | 8,025   | (499)                                       | (2,654)                                       | 3,663                                       | 5,370   | 562   | 2,587   | 705   | 637   | (0)   | 0   | 1,267                                       | 3,224   | 1   | 8   | 19  |                                  |
|  |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |                                  |
| eak-up of the expenses (Gross) incurred to pro-                      | ure business to b                           | furnished as pe                               | r details indica                            | ated below:                                   | ı.  |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |                                  |
| lividual Agents  | 4   | 30  | 1   | 2   | -   |   | 1   | 2   | 533   | 972   | 4   | 8   | 537   | 980   | 77  | 310   | 2   | 4   |   |   | 79  | 314   | 1   | 2   | 0   |                                  |
| orporate Agents-Banks/FII/HFC  |   |   |   |   | -   |   |   |   |   |   |   |   |   |   |   |   | -   |   |   |   |   |   |   |   |   |                                  |
| orporate Agents-Others   | 260   | 822   | 0   | 4   | -   | -   | 0   | 4   | 87  | 236   | 2   | 4   | 89  | 240   | 189   | 554   | 211   | 705   | -   | -   | 399   | 1,260   | 0   | 2   | 0   |                                  |
| surance Brokers  | 165   | 735   | 48  | 132   | -   | -   | 48  | 132   | 301   | 627   | 8   | 18  | 309   | 645   | 325   | 1,734   | 1   | 1,701   | -   | -   | 326   | 3,435   | 0   | 4   | 21  |                                  |
| rect Business - Onlinec  | -   | -   | -   | -   | -   | -   |   |   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   |   | -   | -   | -   | -   |                                  |
| ISP (Direct)   | -   | -   | -   | -   | -   | -   |   |   | 3,398                                       | 7,852   | 7   | 13  | 3,404                                       | 7,865   | -   | -   | -   | -   | -   | -   |   | -   | -   | -   | -   |                                  |
| leb Aggregators  | -   | -   | -   | -   | -   | -   |   |   | 2   | 50  | 0   | 3   | 2   | 52  | 2   | 145   | -   | -   | -   | -   | 2   | 145   | -   | 0   | -   |                                  |
| surance Marketing Firm   | -   | -   | -   | -   | -   | -   |   |   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   |   | -   | -   | -   | -   |                                  |
| ammon Service Centers  | -   | -   | -   | -   | -   | -   |   |   | 4   | 10  | 2   | 5   | 6   | 15  | 0   | 0   | 0   | 0   | -   | -   | 0   | 1   | -   | -   | -   |                                  |
| icro Agents  | -   | -   | -   | -   | -   | -   |   |   | -   | -   |   | -   | -   | -   | -   | -   | -   | -   | -   | -   |   | -   | -   | -   | -   |                                  |
| int of Sales (Direct)  | -   | -   | -   | -   | -   | -   |   |   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   |   | -   | -   | -   | -   |                                  |
| her (to be specified)  | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   |                                  |
| DTAL   | 430   | 1,586   | 49  | 137   | -   | -   | 49  | 137   | 4,325                                       | 9,746   | 22  | 51  | 4,347                                       | 9,797   | 593   | 2,744   | 214   | 2,411   | -   | -   | 807   | 5,155   | 1   | 8   | 21  |                                  |
| ommission and Rewards on (Excluding<br>insurance) Business written : |   | 1.586   |   |   |   |   | 49  |   |   |   |   |   |   |   | 593   | 2.744   |   | 2.411   |   |   |   |   |   |   |   |                                  |
| a India  | 430   |   | 49  | 137   |   |   |   | 137   | 4.325                                       | 9,746   | 22  | 51  | 4.347                                       | 9,797   |   |   | 214   |   |   |   | 807   | 5.155   |   |   | 21  |                                  |

Notes: (a) The profit commission, if any, are to be combined with the Re-insurance accepted or Re-insurance coded figures. (b) Separate disclosure to be made for segment sub-segment which contributes more than 10 percent of the total gross direct premium (c) Commission or Buildines porcued Hough Company velocities

| Image: Propertical strategyImage: ProperityImage: Properity <th>Particulars</th> <th></th> <th>IRE</th> <th>Marine Cargo</th> <th></th> <th>Marine Hull</th> <th></th> <th>Total Marino</th> <th></th> <th>Health</th> <th>Mandaman la C</th> <th>omnoncation (</th> <th></th> <th></th>  | Particulars                              |         | IRE                        | Marine Cargo |                            | Marine Hull |                            | Total Marino |                            |          |                            |     |                            |                    |                            |                    |                            |                   |                            |                    |                            |                    | Health                     | Mandaman la C      | omnoncation (              |                      |   |
|---|--|---------|----------------------------|--------------|----------------------------|-------------|----------------------------|--------------|----------------------------|----------|----------------------------|-----|----------------------------|--------------------|----------------------------|--------------------|----------------------------|-------------------|----------------------------|--------------------|----------------------------|--------------------|----------------------------|--------------------|----------------------------|----------------------|---|
| nerr    nerr <  |  | For the |                            | Marine Carg  |                            |             |                            | Total Marine |                            | Motor OD |                            | Mot | or TP                      | Total              | Motor                      | Hei                | alth                       | Personal Accident |                            | Overseas Tra       | avel Insurance             | Total Health       |                            |                    |                            | Public/ Product Liab |   |
| near      1 <th></th> <th></th> <th>Quarter of<br/>the previous</th> <th></th> <th>Quarter of<br/>the previous</th> <th>quarter</th> <th>Quarter of<br/>the previous</th> <th>quarter</th> <th>Quarter of<br/>the previous</th> <th></th> <th>Quarter of<br/>the previous</th> <th></th> <th>Quarter of<br/>the previous</th> <th>For the<br/>quarter</th> <th>Quarter of<br/>the previous</th> <th>For the<br/>quarter</th> <th>Quarter of<br/>the previous</th> <th></th> <th>Quarter of<br/>the previous</th> <th>For the<br/>quarter</th> <th>up to the<br/>Quarter of<br/>the previous<br/>year</th>  |  |         | Quarter of<br>the previous |              | Quarter of<br>the previous | quarter     | Quarter of<br>the previous | quarter      | Quarter of<br>the previous |          | Quarter of<br>the previous |     | Quarter of<br>the previous | For the<br>quarter | Quarter of<br>the previous | For the<br>quarter | Quarter of<br>the previous |                   | Quarter of<br>the previous | For the<br>quarter   | up to the<br>Quarter of<br>the previous<br>year |
| bank      image      image <th< td=""><td>Commission &amp; Remuneration</td><td>411</td><td>1,170</td><td>36</td><td>69</td><td>-</td><td>-</td><td>36</td><td>69</td><td>1,985</td><td>4,924</td><td>21</td><td>58</td><td>2,006</td><td>4,982</td><td>599</td><td>1,680</td><td>25</td><td>595</td><td>0</td><td>1</td><td>625</td><td>2,276</td><td>5</td><td>13</td><td>3</td><td>23</td></th<>  | Commission & Remuneration                | 411     | 1,170                      | 36           | 69                         | -           | -                          | 36           | 69                         | 1,985    | 4,924                      | 21  | 58                         | 2,006              | 4,982                      | 599                | 1,680                      | 25                | 595                        | 0                  | 1                          | 625                | 2,276                      | 5                  | 13                         | 3                    | 23  |
| consistency      477      478     478      478   | Rewards                                  | 26      | 72                         | 8            | 19                         | -           |                            | 8            | 19                         | 573      | 1,407                      | 5   | 14                         | 578                | 1,421                      | 77                 | 274                        | 0                 | 0                          | 0                  | 0                          | 77                 | 274                        | 1                  | 4                          | 1                    |   |
| Add consistention of encases      Add consistential constraints      Add  | Distribution fees                        |         |                            |              |                            |             |                            | -            | -                          |          |                            |     |                            | -                  | -                          |                    |                            |                   |                            |                    |                            | -                  | -                          |                    |                            |                      |   |
| Image: Second | Gross Commission                         | 437     | 1,241                      | 44           | 88                         | -           | -                          | 44           | 88                         | 2,558    | 6,331                      | 26  | 71                         | 2,584              | 6,403                      | 676                | 1,954                      | 25                | 595                        | 1                  | 1                          | 702                | 2,550                      | 6                  | 16                         | 4                    | 31  |
| net consistent      1   | Add: Commission on Re-insurance Accepted | 6       | 23                         | -            | -                          | -           | -                          | -            | -                          | -        | -                          | -   | -                          | -                  | -                          | -                  | -                          | -                 | -                          | -                  | -                          | -                  | -                          | -                  | -                          | -                    | -   |
| Image: base of the system    I   | Less: Commission on Re-insurance Ceded   | 239     | 1,183                      | 66           | 128                        | 39          | 109                        | 105          | 237                        | 97       | 240                        | 23  | 65                         | 120                | 305                        | 33                 | 119                        | 160               | 346                        | 0                  | 0                          | 193                | 465                        | 0                  | 1                          | 2                    | 1   |
| Control deperts density HIVEC        Co   | Net Commission                           | 204     | 81                         | (22)         | (41)                       | (39)        | (109)                      | (61)         | (149)                      | 2,461    | 6,091                      | 3   | 7                          | 2,464              | 6,098                      | 643                | 1,835                      | (135)             | 249                        | 1                  | 1                          | 509                | 2,085                      | 5                  | 15                         | 2                    | 18  |
| Image: basis        Image: basis<   |  |         |                            |              |                            |             |                            |              |                            |          |                            |     |                            |                    |                            |                    |                            |                   |                            |                    |                            |                    |                            |                    |                            |                      |   |
| Consistent of the synthem      Consistent of the synthm      Consynthem      Consistent of the synt   | Individual Agents                        | 4       | 19                         | 1            | 2                          | -           | -                          | 1            | 2                          | 90       | 256                        | 3   | 7                          | 93                 | 263                        | 90                 | 342                        | 0                 | 3                          | -                  | -                          | 90                 | 345                        | 2                  | 4                          | 0                    |   |
| Conversion      229      749      101      44      0      11      44      101      649      101      649      101      300      300      300      649      649      649      640 <th< td=""><td></td><td></td><td>19</td><td>1</td><td>2</td><td>-</td><td></td><td>1</td><td>2</td><td>30</td><td>230</td><td>,</td><td>,</td><td>33</td><td>205</td><td>30</td><td>542</td><td>0</td><td></td><td></td><td></td><td>30</td><td>345</td><td>2</td><td>-</td><td>0</td><td></td></th<>  |  |         | 19                         | 1            | 2                          | -           |                            | 1            | 2                          | 30       | 230                        | ,   | ,                          | 33                 | 205                        | 30                 | 542                        | 0                 |                            |                    |                            | 30                 | 345                        | 2                  | -                          | 0                    |   |
| Invance Dates      205      4.41      4.81      4.61      4.81      4.91 <td></td> <td>229</td> <td>746</td> <td>1</td> <td>4</td> <td>-</td> <td></td> <td>1</td> <td>4</td> <td>101</td> <td>207</td> <td>2</td> <td>6</td> <td>103</td> <td>303</td> <td>200</td> <td>634</td> <td>24</td> <td>590</td> <td></td> <td></td> <td>233</td> <td>1 224</td> <td>1</td> <td>3</td> <td>(0)</td> <td></td>   |  | 229     | 746                        | 1            | 4                          | -           |                            | 1            | 4                          | 101      | 207                        | 2   | 6                          | 103                | 303                        | 200                | 634                        | 24                | 590                        |                    |                            | 233                | 1 224                      | 1                  | 3                          | (0)                  |   |
| Dref denses-Onime      Mos      Mos <td></td> <td></td> <td></td> <td>41</td> <td>81</td> <td>-</td> <td></td> <td>41</td> <td>81</td> <td></td> <td></td> <td>8</td> <td>25</td> <td></td> <td></td> <td></td> <td></td> <td>1</td> <td>2</td> <td></td> <td>-</td> <td></td> <td></td> <td>3</td> <td>9</td> <td>4</td> <td>30</td>  |  |         |                            | 41           | 81                         | -           |                            | 41           | 81                         |          |                            | 8   | 25                         |                    |                            |                    |                            | 1                 | 2                          |                    | -                          |                    |                            | 3                  | 9                          | 4                    | 30  |
| $ \begin{array}{ c c c c c c c c c c c c c c c c c c c$   | Direct Business - Onlinec                | -       |                            | -            | -                          | -           |                            |              |                            | -        | -                          |     | -                          | -                  |                            |                    | -                          |                   | -                          |                    | -                          |                    | -                          | -                  | -                          | -                    |   |
| Insurance Marketing Firm      O </td <td>MISP (Direct)</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td></td> <td></td> <td>2,217</td> <td>5,282</td> <td>4</td> <td>12</td> <td>2,222</td> <td>5,293</td> <td></td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td></td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td></td>   | MISP (Direct)                            | -       | -                          | -            | -                          | -           | -                          |              |                            | 2,217    | 5,282                      | 4   | 12                         | 2,222              | 5,293                      |                    | -                          | -                 | -                          | -                  | -                          |                    | -                          | -                  | -                          | -                    |   |
| Commonspande Content  | Web Aggregators                          | -       | -                          | -            | -                          | -           |                            |              |                            | 50       | 141                        | 6   | 14                         | 56                 | 155                        | 105                | 334                        | -                 | -                          | -                  | -                          | 105                | 334                        | 0                  | 0                          | -                    |   |
| Mond parts      Image: space sp           | Insurance Marketing Firm                 | -       | -                          | -            | -                          | -           |                            |              |                            | -        | -                          |     | -                          |                    | -                          |                    | -                          | -                 | -                          | -                  | -                          |                    | -                          | -                  | -                          |                      | -   |
| New Constraint      New C   | Common Service Centers                   | -       | -                          | -            | -                          | -           | -                          |              |                            | 4        | 11                         | 3   | 7                          | 7                  | 19                         | 0                  | 1                          | 0                 | 0                          |                    | -                          | 0                  | 1                          | -                  | -                          | -                    | -   |
| Other (to be specified)      Other (to be specified) <td></td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td></td> <td></td> <td>-</td>  |  | -       | -                          | -            | -                          | -           | -                          |              |                            | -        | -                          | -   | -                          | -                  | -                          | -                  | -                          | -                 | -                          | -                  | -                          | -                  | -                          | -                  | -                          | -                    | -   |
| YOTAL      437      1,241      44      88      -      -      44      88      2,558      6,331      26      71      2,584      6,403      6,77      1,955      25      595      -      -      702      2,505      6      1.6      4        Commission and Rewards on (Excludings<br>mitrarrance)      Rewards on (Exclunds)      Rewards on (Excludings)<  | Point of Sales (Direct)                  | -       | -                          | -            | -                          | -           | -                          |              |                            | -        | -                          | -   | -                          | -                  | -                          | -                  | -                          | -                 | -                          | -                  | -                          |                    | -                          | -                  | -                          | -                    | -   |
|   |  |         |                            |              |                            | -           |                            | -            | -                          | -        |                            |     |                            | -                  | -                          |                    |                            | -                 |                            | -                  |                            | -                  | -                          |                    |                            |                      | -   |
| Reinsurance) Business written :   | TOTAL                                    | 437     | 1,241                      | 44           | 88                         | -           | -                          | 44           | 88                         | 2,558    | 6,331                      | 26  | 71                         | 2,584              | 6,403                      | 677                | 1,955                      | 25                | 595                        |                    | -                          | 702                | 2,550                      | 6                  | 16                         | 4                    | 31  |
| Inindia 437 1,241 44 88 44 88 2,558 6,331 26 71 2,584 6,403 675 1,954 25 595 1 1 702 2,550 6 16 4   |  |         |                            |              |                            |             |                            |              |                            |          |                            |     |                            |                    |                            |                    |                            |                   |                            |                    |                            |                    |                            |                    |                            |                      |   |
|   | In India                                 | 437     | 1.241                      | 44           | 88                         |             |                            | 44           | 88                         | 2.558    | 6.331                      | 26  | 71                         | 2.584              | 6,403                      | 676                | 1.954                      | 25                | 595                        | 1                  | 1                          | 702                | 2.550                      | 6                  | 16                         | 4                    | 3   |

Notes: (c) The profit (commission, if any, are to be combined with the Re-insurance accepted or Re-insurance coded figures, (c) Sequinized disclosure to be made for segment/ub-segment which contributes more than 10 percent of the total gross direct premium (c) Commission on Business procured through Company vector.

## FORM NL-6-COMMISSION SCHEDULE

| FORM NL-6-COMMISSION SCHEDULE<br>(Amount in Rs. Lakhs)                  | •   |   |   |   |   |   |   |   |   |   |   |   | 1   |   |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Particulars   | Engineering                                 |   | Avia  | ation   | Crop Ir                                     | isurance                                      |   | gments (b)<br>• Credit)                       |   | cellaneous<br>nent                            | Total Mis                                   | cellaneous                                    | Grand Total                                 | Grand Total                                   |
|   | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021 | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021 | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021 | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021 | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021 | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021 | For the<br>Quarter 31st<br>December<br>2021 | Up to the<br>quarter 31st<br>December<br>2021 |
|   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Commission & Remuneration   | 26  | 52  | -   | -   | -   | -   | 3   | 8   | 128   | 349   | 4,253                                       | 12,817  | 4,688                                       | 14,207  |
| Rewards   | 0   | 4   | -   | -   | -   | -   |   | 1   | 2   | 5   | 1,083                                       | 2,623   | 1,127                                       | 2,957   |
| Distribution fees   |   |   |   |   |   |   |   |   |   |   | -   | -   | -   | -   |
| Gross Commission  | 26  | 56  | -   | -   | -   | -   | 3   | 9   | 130   | 354   | 5,336                                       | 15,440  | 5,815                                       | 17,164  |
| Add: Commission on Re-insurance Accepted                                | 1   | 4   | -   | -   | -   | -   | -   | -   | -   | -   | 1   | 4   | 24  | 54  |
| Less: Commission on Re-insurance Ceded                                  | 66  | 151   | -   | -   | 1,574                                       | 4,019   | 0   | 3   | 17  | 89  | 1,883                                       | 10,634  | 2,140                                       | 12,025  |
| Net Commission  | (39)  | (91)  | -   | -   | (1,574)                                     | (4,019)                                       | 3   | 6   | 114   | 265   | 3,455                                       | 4,810   | 3,699                                       | 5,194   |
|   |   |   |   |   |   |   |   |   |   |   |   |   |   | ı   |
| Break-up of the expenses (Gross) incurred to procur                     | <u>e</u>                                    |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Individual Agents   | 1   | 4   | -   | -   | -   | -   | -   | -   | 1   | 4   | 619   | 1,306   | 624   | 1,337   |
| Corporate Agents-Banks/FII/HFC  | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   |
| Corporate Agents-Others   | 1   | 5   | -   | -   | -   | -   | -   | -   | 110   | 311   | 601   | 1,819   | 861   | 2,645   |
| Insurance Brokers   | 23  | 47  | -   | -   | -   | -   | 3   | 9   | 19  | 39  | 702   | 4,238   | 915   | 5,104   |
| Direct Business - Onlinec   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   |   | -   |   | - 1   |
| MISP (Direct)   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 3,404                                       | 7,865   | 3,404                                       | 7,865   |
| Web Aggregators   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 4   | 197   | 4   | 197   |
| Insurance Marketing Firm  | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | - 1   |
| Common Service Centers  | -   | -   | -   | -   | -   | -   | •   | -   | -   | -   | 6   | 16  | 6   | 16  |
| Micro Agents  | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | - 1   |
| Point of Sales (Direct)   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   |
| Other (to be specified)   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | - 1   |
| TOTAL   | 26  | 56  | -   | -   | -   | -   | 3   | 9   | 130   | 354   | 5,336                                       | 15,440  | 5,815                                       | 17,164  |
| Commission and Rewards on (Excluding<br>Reinsurance) Business written : |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| In India<br>Outside India   | 26  | 56  | -   | -   | -   | -   | 3   | 9   | 130   | 354   | 5,336                                       | 15,440  | 5,815                                       | 17,164  |

| (Amount in Rs. Lakhs)   |                    |   |                    |   |                    |   |                     |   |                    |   |                    |   |                    |   |
|---|--------------------|---|--------------------|---|--------------------|---|---------------------|---|--------------------|---|--------------------|---|--------------------|---|
| Particulars   | Engineering        |   | Aviation           |   | Crop Ir            | isurance  | Other see<br>(Trade | ments (b)<br>Credit)                            |                    | cellaneous<br>nents                             | Total Mis          | cellaneous                                      | Grand Total        | Grand Total                                     |
|   | For the<br>quarter | up to the<br>Quarter of<br>the previous<br>year | For the<br>quarter | up to the<br>Quarter of<br>the previous<br>year | For the<br>quarter | up to the<br>Quarter of<br>the previous<br>year | For the<br>quarter  | up to the<br>Quarter of<br>the previous<br>year | For the<br>quarter | up to the<br>Quarter of<br>the previous<br>year | For the<br>quarter | up to the<br>Quarter of<br>the previous<br>year | For the<br>quarter | up to the<br>Quarter of<br>the previous<br>year |
| Commission & Remuneration   | 7                  | 47  | -                  | -   | -                  | -   | 4                   | 9   | 166                | 572   | 2,816              | 7,921   | 3,263              | 9,159   |
| Rewards   | (3)                | 6   | -                  | -   | -                  | -   | 1                   | 3   | 5                  | 21  | 661                | 1,737   | 695                | 1,827   |
| Distribution fees   |                    |   |                    |   |                    |   |                     |   |                    |   | -                  | -   | -                  | -   |
| Gross Commission  | 4                  | 53  | -                  | -   | -                  | -   | 5                   | 12  | 171                | 592   | 3,477              | 9,658   | 3,958              | 10,987  |
| Add: Commission on Re-insurance Accepted                                | 1                  | 4   | -                  | -   | -                  | -   | -                   | -   | -                  | -   | 1                  | 4   | 8                  | 27  |
| Less: Commission on Re-insurance Ceded                                  | (741)              | 102   | -                  | -   | 2,139              | 4,920   | 0                   | 0   | 24                 | 122   | 1,738              | 5,928   | 2,082              | 7,348   |
| Net Commission  | 746                | (44)  |                    |   | (2,139)            | (4,920)   | 5                   | 12  | 147                | 471   | 1,740              | 3,733   | 1,883              | 3,665   |
|   |                    |   |                    |   |                    |   |                     |   |                    |   |                    |   |                    |   |
| Break-up of the expenses (Gross) incurred to procur                     | -                  |   |                    |   |                    |   |                     |   |                    |   |                    |   |                    |   |
| Individual Agents   | 3                  | 6   |                    |   | -                  | -   |                     |   | 4                  | 14  | 192                | 632   | 197                | 653   |
| Corporate Agents-Banks/FII/HFC  | -                  | -   | -                  | -   | -                  | -   | -                   | -   | -                  | -   | -                  | -   | -                  | -   |
| Corporate Agents-Others   | 2                  | 9   | -                  | -   | -                  | -   | -                   | -   | 143                | 504   | 482                | 2,043   | 712                | 2,793   |
| Insurance Brokers   | (1)                | 39  | -                  | -   | -                  | -   | 5                   | 12  | 24                 | 74  | 413                | 1,181   | 659                | 1,739   |
| Direct Business - Onlinec   | -                  | -   | -                  | -   | -                  | -   | -                   | -   | -                  | -   |                    | -   |                    | -   |
| MISP (Direct)   | -                  | -   | -                  | -   | -                  | -   |                     | -   | -                  | -   | 2,222              | 5,293   | 2,222              | 5,293   |
| Web Aggregators   | -                  | -   | -                  | -   | -                  | -   | -                   | -   | -                  | -   | 161                | 489   | 161                | 489   |
| Insurance Marketing Firm  | -                  | -   | -                  | -   | -                  | -   | -                   | -   | -                  | -   | -                  | -   | -                  | -   |
| Common Service Centers  | -                  | -   |                    | -   | -                  | -   |                     | -   |                    | -   | 7                  | 19  | 7                  | 19  |
| Micro Agents  | -                  | -   | -                  | -   | -                  | -   | -                   | -   | -                  | -   |                    | -   | -                  | -   |
| Point of Sales (Direct)   | -                  | -   | -                  | -   | -                  | -   | -                   | -   | -                  | -   |                    | -   | -                  | -   |
| Other (to be specified)   | -                  | -   |                    | -   | -                  | -   |                     | -   |                    | -   | -                  | -   | -                  | -   |
| TOTAL   | 4                  | 53  | -                  | -   | -                  | -   | 5                   | 12  | 171                | 592   | 3,477              | 9,658   | 3,958              | 10,987  |
| Commission and Rewards on (Excluding<br>Reinsurance) Business written : |                    |   |                    |   |                    |   | 5                   |   |                    |   |                    |   |                    |   |
| In India<br>Outside India   | 4                  | 53  | -                  |   |                    |   | 5                   | 12  | 171                | 592   | 3.477              | 9.658   | 3.958              | 10.987  |