

## PRODUCT & COMMISSION

Name of the Product	Product Category (Motor, Health, Fire etc.)	Maximum Commission approved by IRDAI		Maximum Commission offered to the Bank	
		1 <sup>st</sup> year	Renewal	1 <sup>st</sup> year	Renewal
<b>Fire***</b>	<b>Fire</b>	16.5%	16.5%	16.5%	16.5%
<b>Marine Cargo</b>	<b>Marine Cargo</b>	16.5%	16.5%	16.5%	16.5%
<b>Marine Hull</b>	<b>Marine Hull</b>	11.5%	11.5%	11.5%	11.5%
<b>Motor</b>	<b>Other than 2 wheeler</b>	15%	15%	15%	15%
	<b>2 wheeler</b>	17.5%	17.5%	17.5%	17.5%
	<b>Stand-Alone TP</b>	2.5%	2.5%	2.5%	2.5%
<b>Health Insurance **</b>	<b>Health</b>	15%	15%	15%	15%
<b>Liability</b>	<b>Liability</b>	16.5%	16.5%	16.5%	16.5%
<b>Personal Accident</b>	<b>Misc</b>	16.5%	16.5%	16.5%	16.5%
<b>Aviation</b>	<b>Aviation</b>	16.5%	16.5%	16.5%	16.5%
<b>Engineering</b>	<b>Engineering</b>	16.5%	16.5%	16.5%	16.5%
<b>Traditional Business - Miscellaneous</b>	<b>Misc ***</b>	16.5%	16.5%	16.5%	16.5%
<b>Rural Insurance - Miscellaneous</b>	<b>Misc ***</b>	16.5%	16.5%	16.5%	16.5%
<b>Misc - Non Traditional Business</b>	<b>Misc ***</b>	16.5%	16.5%	16.5%	16.5%
<b>Credit Shield Insurance</b>	<b>Misc ***</b>	16.5%	16.5%	16.5%	16.5%

\*\* For Individual policies the commission shall be 15%, For Group (Employer –Employee relationship) the commission shall be 7.5%, For Group (Non Employer Employee groups(Annual) – not formed solely for availing insurance as defined in IRDA Group guidelines of 14th July 2005) – the commission shall be 15%.

\*\*\* Miscellaneous and Fire retail policies shall be entitled for 16.5% commission and for Miscellaneous and Fire Commercial /Group policies shall be entitled for commission as per Govt. notification.