

**TATA AIG LIFE INSURANCE COMPANY LIMITED**  
**SCHEDULES FORMING PART OF FINANCIAL STATEMENTS**

**FORM L-5 - COMMISSION SCHEDULE**

Particulars	FOR THE QUARTER ENDED MARCH 31, 2011	UP TO THE YEAR ENDED MARCH 31, 2011	FOR THE QUARTER ENDED MARCH 31, 2010	UP TO THE YEAR ENDED MARCH 31, 2010
	(₹'000)	(₹'000)	(₹'000)	(₹'000)
Commission paid				
Direct – First year premiums	540,288	1,817,152	805,977	2,278,063
- Renewal premiums	159,449	618,285	187,314	539,929
- Single premiums	9,167	34,059	(1,591)	3,943
<b>Total (A)</b>	<b>708,904</b>	<b>2,469,496</b>	<b>991,700</b>	<b>2,821,935</b>
Add: Commission on Re-insurance Accepted	-	-	-	-
Add / (Less): Commission on Re-insurance Ceded	(6,598)	(6,666)	(13,384)	(13,456)
<b>Net Commission</b>	<b>702,306</b>	<b>2,462,830</b>	<b>978,316</b>	<b>2,808,479</b>
<b>Break-up of the expenses (Gross) incurred to procure business to be furnished as per details indicated below:</b>				
Agents	397,352	1,556,934	611,637	1,820,691
Brokers	139,043	350,666	98,481	224,879
Corporate Agency	50,628	210,302	120,767	302,796
Referral	(1,897)	37,611	29,274	113,677
Bancassurance	123,779	313,983	131,541	359,892
<b>TOTAL (B)</b>	<b>708,904</b>	<b>2,469,496</b>	<b>991,700</b>	<b>2,821,935</b>