

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

FORM L-5 - COMMISSION SCHEDULE

| PARTICULARS | FOR THE QUARTER ENDED SEPTEMBER 30, 2011 | UP TO THE QUARTER ENDED SEPTEMBER 30, 2011 | FOR THE QUARTER ENDED SEPTEMBER 30, 2010 | UP TO THE QUARTER ENDED SEPTEMBER 30, 2010 |
|--|---|---|---|---|
| | (₹'000) | (₹'000) | (₹'000) | (₹'000) |
| Commission paid | | | | |
| Direct – First year premiums | 302,555 | 514,813 | 510,456 | 912,560 |
| - Renewal premiums | 139,882 | 249,658 | 151,254 | 269,256 |
| - Single premiums | 5,963 | 14,344 | 13,839 | 17,812 |
| Total (A) | 448,400 | 778,815 | 675,549 | 1,199,628 |
| Add: Commission on Re-insurance Accepted | - | - | - | - |
| Add / (Less): Commission on Re-insurance Ceded | (21) | (41) | (23) | (47) |
| Net Commission | 448,379 | 778,774 | 675,526 | 1,199,581 |

Break-up of the expenses (Gross) incurred to procure business:

| | | | | |
|------------------|----------------|----------------|----------------|------------------|
| Agents | 239,942 | 439,507 | 444,003 | 785,371 |
| Brokers | 110,007 | 183,905 | 64,446 | 111,514 |
| Corporate Agency | 21,848 | 42,587 | 74,398 | 121,490 |
| Referral | 157 | 320 | 13,115 | 37,996 |
| Bancassurance | 76,446 | 112,496 | 79,586 | 143,257 |
| TOTAL (B) | 448,400 | 778,815 | 675,549 | 1,199,628 |