

Name of the Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED
(Formerly known as TATA AIG LIFE INSURANCE COMPANY LIMITED)
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

FORM L-5 - COMMISSION SCHEDULE

PARTICULARS	FOR THE QUARTER ENDED MARCH 31, 2012	UP TO THE QUARTER ENDED MARCH 31, 2012	FOR THE QUARTER ENDED MARCH 31, 2011	UP TO THE QUARTER ENDED MARCH 31, 2011
	(₹'000)	(₹'000)	(₹'000)	(₹'000)
Commission paid				
Direct – First year premiums	111,219	864,236	540,288	1,817,152
- Renewal premiums	155,643	534,451	159,449	618,285
- Single premiums	5,031	24,299	9,167	34,059
Total (A)	271,893	1,422,986	708,904	2,469,496
Add: Commission on Re-insurance Accepted	-	-	-	-
Add / (Less): Commission on Re-insurance Ceded	(3,093)	(3,165)	(6,598)	(6,666)
Net Commission	268,800	1,419,821	702,306	2,462,830

Agents	288,278	962,920	397,352	1,556,934
Brokers	(83,145)	179,524	139,042	350,666
Corporate Agency	27,178	88,786	50,628	210,302
Referral	-	-	(1,897)	37,611
Bancassurance	39,582	191,756	123,779	313,983
TOTAL (B)	271,893	1,422,986	708,904	2,469,496