

Name of the Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED

SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

FORM L-5 - COMMISSION SCHEDULE

PARTICULARS	FOR THE QUARTER ENDED DECEMBER 31, 2012	UP TO THE QUARTER ENDED DECEMBER 31, 2012	FOR THE QUARTER ENDED DECEMBER 31, 2011	UP TO THE QUARTER ENDED DECEMBER 31, 2011
	(₹'000)	(₹'000)	(₹'000)	(₹'000)
Commission paid				
Direct – First year premiums	137,767	386,697	236,945	748,651
- Renewal premiums	108,790	305,264	129,150	378,808
- Single premiums	3,457	10,483	4,924	19,268
<b>Total (A)</b>	<b>250,014</b>	<b>702,444</b>	<b>371,019</b>	<b>1,146,727</b>
Add: Commission on Re-insurance Accepted	-	-	-	-
Add / (Less): Commission on Re-insurance Ceded	(16)	(33)	(31)	(72)
<b>Net Commission</b>	<b>249,998</b>	<b>702,411</b>	<b>370,988</b>	<b>1,146,655</b>

Agents	167,979	436,925	233,534	669,934
Brokers	48,629	150,459	78,764	262,669
Corporate Agency	11,259	36,710	19,021	61,608
Referral	-	-	22	342
Bancassurance	22,147	78,350	39,678	152,174
<b>TOTAL (B)</b>	<b>250,014</b>	<b>702,444</b>	<b>371,019</b>	<b>1,146,727</b>