

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 DEC 31, 2013	UP TO THE QUARTER ENDED DEC 31, 2013	FOR THE QUARTER ENDED DEC 31, 2012	UP TO THE QUARTER ENDED DEC 31, 2012
	(₹'000)	(₹'000)	(₹'000)	(₹'000)
Commission paid				
Direct - First year premiums	162,774	401,021	137,767	386,697
- Renewal premiums	96,774	255,228	108,790	305,264
- Single premiums	1,628	7,429	3,457	10,483
<b>Total (A)</b>	<b>261,176</b>	<b>663,678</b>	<b>250,014</b>	<b>702,444</b>
Add: Commission on Re-insurance Accepted	-	-	-	-
Add / (Less): Commission on Re-insurance Ceded	(3,726)	(11,117)	(16)	(33)
<b>Net Commission</b>	<b>257,450</b>	<b>652,561</b>	<b>249,998</b>	<b>702,411</b>

Agents	211,089	521,868	167,979	436,925
Brokers	24,360	67,839	48,629	150,459
Corporate Agency	5,460	11,804	11,259	36,710
Referral	-	-	-	-
Bancassurance	20,267	62,167	22,147	78,350
<b>TOTAL (B)</b>	<b>261,176</b>	<b>663,678</b>	<b>250,014</b>	<b>702,444</b>