

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<br>MARCH 31, 2015 | UP TO THE QUARTER ENDED<br>MARCH 31, 2015 | FOR THE QUARTER ENDED<br>MARCH 31, 2014 | UP TO THE QUARTER ENDED<br>MARCH 31, 2014 |
|--|---|---|---|---|
|  | (₹'000)                                 | (₹'000)                                   | (₹'000)                                 | (₹'000)                                   |
| Commission paid                                |   |   |   |   |
| Direct - First year premiums                   | 257,632                                 | 532,891                                   | 134,835                                 | 535,856                                   |
| - Renewal premiums                             | 124,207                                 | 398,706                                   | 132,938                                 | 388,166                                   |
| - Single premiums                              | 239                                     | 342                                       | 236                                     | 7,665                                     |
| <b>Total (A)</b>                               | <b>382,078</b>                          | <b>931,939</b>                            | <b>268,009</b>                          | <b>931,687</b>                            |
| Add: Commission on Re-insurance Accepted       | -                                       | -   | -                                       | -   |
| Add / (Less): Commission on Re-insurance Ceded | (8,415)                                 | (9,151)                                   | (65)                                    | (11,182)                                  |
| <b>Net Commission</b>                          | <b>373,663</b>                          | <b>922,788</b>                            | <b>267,944</b>                          | <b>920,505</b>                            |

|                  |                |                |                |                |
|------------------|----------------|----------------|----------------|----------------|
| Agents           | 307,306        | 783,520        | 223,260        | 745,129        |
| Brokers          | 14,315         | 49,719         | 21,019         | 88,858         |
| Corporate Agency | 4,242          | 12,772         | 2,079          | 13,882         |
| Referral         | -              | -              | -              | -              |
| Bancassurance    | 56,215         | 85,928         | 21,651         | 83,818         |
| <b>TOTAL (B)</b> | <b>382,078</b> | <b>931,939</b> | <b>268,009</b> | <b>931,687</b> |