

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 | UP TO THE QUARTER ENDED | FOR THE QUARTER ENDED | UP TO THE QUARTER ENDED |
|--|-----------------------|-------------------------|-----------------------|-------------------------|
| | JUNE 30, 2015 | JUNE 30, 2015 | JUNE 30, 2014 | JUNE 30, 2014 |
| | (₹'000) | (₹'000) | (₹'000) | (₹'000) |
| Commission paid | | | | |
| Direct - First year premiums | 126,185 | 126,185 | 74,323 | 74,323 |
| - Renewal premiums | 61,689 | 61,689 | 67,537 | 67,537 |
| - Single premiums | 806 | 806 | 41 | 41 |
| Total (A) | 188,680 | 188,680 | 141,901 | 141,901 |
| Add: Commission on Re-insurance Accepted | - | - | - | - |
| Add / (Less): Commission on Re-insurance Ceded | (1,527) | (1,527) | (60) | (60) |
| Net Commission | 187,153 | 187,153 | 141,841 | 141,841 |

| | | | | |
|------------------|----------------|----------------|----------------|----------------|
| Agents | 128,208 | 128,208 | 113,811 | 113,811 |
| Brokers | 10,757 | 10,757 | 13,760 | 13,760 |
| Corporate Agency | 2,498 | 2,498 | 2,741 | 2,741 |
| Referral | - | - | - | - |
| Bancassurance | 47,217 | 47,217 | 11,589 | 11,589 |
| TOTAL (B) | 188,680 | 188,680 | 141,901 | 141,901 |