

FORM L-5 - COMMISSION SCHEDULE
 RELIANCE LIFE INSURANCE COMPANY LIMITED
 COMMISSION EXPENSES FOR THE PERIOD ENDED ON 31ST DECEMBER, 2011

(₹ '000)

Particulars	FOR THE QUARTER ENDED ON	UPTO THE QUARTER ENDED ON	FOR THE QUARTER ENDED ON	UPTO THE QUARTER ENDED ON
	31ST DECEMBER, 2011	31ST DECEMBER, 2011	31ST DECEMBER, 2010	31ST DECEMBER, 2010
Commission paid				
Direct - First year premiums	744,621	1,944,343	799,860	3,296,771
- Renewal premiums	226,430	664,225	195,385	432,777
- Single premiums	7,584	19,044	19,706	33,679
	978,635	2,627,612	1,014,951	3,763,227
Add: Commission on Re-insurance Accepted	-	-	-	-
Less: Commission on Re-insurance Ceded	-	-	-	-
Net Commission	978,635	2,627,612	1,014,951	3,763,227
Break-up of the expenses (Gross) incurred to procure business:				
Agents	509,059	1,466,014	548,609	1,418,675
Brokers	122,453	312,729	114,699	244,310
Corporate Agency	347,320	850,602	352,105	1,860,764
Referral	54	216	-	249
Others - Fees for Lead Generation	(251)	(1,949)	(462)	239,229
TOTAL	978,635	2,627,612	1,014,951	3,763,227