

FORM L-5 - COMMISSION SCHEDULE  
 RELIANCE LIFE INSURANCE COMPANY LIMITED  
 COMMISSION EXPENSES FOR THE PERIOD ENDED ON 30TH SEPTEMBER, 2011

(₹ '000)

Particulars	FOR THE QUARTER ENDED ON	UPTO THE QUARTER ENDED ON	FOR THE QUARTER ENDED ON	UPTO THE QUARTER ENDED ON
	30TH SEPTEMBER, 2011	30TH SEPTEMBER, 2011	30TH SEPTEMBER, 2010	30TH SEPTEMBER, 2010
Commission paid				
Direct - First year premiums	669,383	1,199,722	1,344,154	2,496,911
- Renewal premiums	238,784	437,795	104,495	237,392
- Single premiums	9,014	11,460	10,196	13,973
	<b>917,181</b>	<b>1,648,977</b>	<b>1,458,845</b>	<b>2,748,276</b>
Add: Commission on Re-insurance Accepted	-	-	-	-
Less: Commission on Re-insurance Ceded	-	-	-	-
<b>Net Commission</b>	<b>917,181</b>	<b>1,648,977</b>	<b>1,458,845</b>	<b>2,748,276</b>
<b>Break-up of the expenses (Gross) incurred to procure business:</b>				
Agents	551,982	956,955	511,928	870,066
Brokers	105,735	190,276	73,361	129,611
Corporate Agency	260,721	503,282	837,971	1,508,659
Referral	162	162	200	249
Others - Fees for Lead Generation	(1,419)	(1,698)	35,385	239,691
<b>TOTAL</b>	<b>917,181</b>	<b>1,648,977</b>	<b>1,458,845</b>	<b>2,748,276</b>