

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

(₹ '000)

Particulars	FOR THE QUARTER ENDED ON	FOR THE YEAR ENDED ON	FOR THE QUARTER ENDED ON	FOR THE YEAR ENDED ON
	31ST MARCH, 2011	31ST MARCH, 2011	31ST MARCH, 2010	31ST MARCH, 2010
Commission paid				
Direct - First year premiums	1,121,184	4,417,955	2,006,465	5,763,730
- Renewal premiums	232,582	665,359	178,660	483,969
- Single premiums	31,028	64,707	11,413	30,850
	<b>1,384,794</b>	<b>5,148,021</b>	<b>2,196,538</b>	<b>6,278,549</b>
Add: Commission on Re-insurance Accepted	-	-	-	-
Less: Commission on Re-insurance Ceded	-	-	-	-
<b>Net Commission</b>	<b>1,384,794</b>	<b>5,148,021</b>	<b>2,196,538</b>	<b>6,278,549</b>
<b>Break-up of the expenses (Gross) incurred to procure business:</b>				
Agents	688,969	2,107,644	924,789	2,291,044
Brokers	146,056	390,366	63,440	135,743
Corporate Agency	552,624	2,413,388	625,878	2,559,375
Referral	-	249	561	561
Others - Fees for Lead Generation	(2,855)	236,374	581,870	1,291,826
<b>TOTAL</b>	<b>1,384,794</b>	<b>5,148,021</b>	<b>2,196,538</b>	<b>6,278,549</b>