

FORM L-5 - COMMISSION SCHEDULE  
 RELIANCE LIFE INSURANCE COMPANY LIMITED  
 COMMISSION EXPENSES FOR THE PERIOD ENDED ON 30TH SEPTEMBER, 2010

(₹ '000)

| Particulars   | FOR THE QUARTER ENDED ON | UPTO THE QUARTER ENDED ON | FOR THE QUARTER ENDED ON | UPTO THE QUARTER ENDED ON |
|---|--------------------------|---------------------------|--------------------------|---------------------------|
|   | 30TH SEPTEMBER, 2010     | 30TH SEPTEMBER, 2010      | 30TH SEPTEMBER, 2009     | 30TH SEPTEMBER, 2009      |
| Commission paid   |                          |                           |                          |                           |
| Direct - First year premiums  | 1,344,154                | 2,496,911                 | 1,183,736                | 2,136,898                 |
| - Renewal premiums  | 104,495                  | 237,392                   | 68,537                   | 167,343                   |
| - Single premiums   | 10,196                   | 13,973                    | 6,860                    | 10,088                    |
|   | <b>1,458,845</b>         | <b>2,748,276</b>          | <b>1,259,133</b>         | <b>2,314,329</b>          |
| Add: Commission on Re-insurance Accepted                              | -                        | -                         | -                        | -                         |
| Less: Commission on Re-insurance Ceded                                | -                        | -                         | -                        | -                         |
| <b>Net Commission</b>   | <b>1,458,845</b>         | <b>2,748,276</b>          | <b>1,259,133</b>         | <b>2,314,329</b>          |
| <b>Break-up of the expenses (Gross) incurred to procure business:</b> |                          |                           |                          |                           |
| Agents  | 511,928                  | 870,066                   | 452,508                  | 852,574                   |
| Brokers   | 73,361                   | 129,611                   | 27,294                   | 41,335                    |
| Corporate Agency  | 837,971                  | 1,508,659                 | 519,685                  | 952,224                   |
| Referral  | 200                      | 249                       | -                        | -                         |
| Others - Fees for Lead Generation                                     | 35,385                   | 239,691                   | 259,646                  | 468,196                   |
| <b>TOTAL (B)</b>  | <b>1,458,845</b>         | <b>2,748,276</b>          | <b>1,259,133</b>         | <b>2,314,329</b>          |