

**Bharti AXA Life Insurance Company Limited**

**Schedule forming part of the Revenue Account for Year Ended 31 March, 2013**

**L-5- COMMISSION SCHEDULE**

**(Rs.'000)**

| <b>Particulars</b>                                                                  | <b>For the Quarter<br/>Ended 31 March,<br/>2013</b> | <b>For the Year<br/>Ended 31 March,<br/>2013</b> | <b>For the Quarter<br/>Ended 31 March,<br/>2012</b> | <b>For the Year<br/>Ended 31<br/>March, 2012</b> |
|-------------------------------------------------------------------------------------|-----------------------------------------------------|--------------------------------------------------|-----------------------------------------------------|--------------------------------------------------|
| Commission paid                                                                     |                                                     |                                                  |                                                     |                                                  |
| Direct - First Year Premiums                                                        | 120,161                                             | 311,566                                          | 78,293                                              | 222,786                                          |
| - Renewal Premiums                                                                  | 13,815                                              | 43,391                                           | 16,934                                              | 57,005                                           |
| - Single Premiums                                                                   | (11)                                                | 18                                               | 44                                                  | 178                                              |
| <b>Total (A)</b>                                                                    | <b>133,965</b>                                      | <b>354,975</b>                                   | <b>95,271</b>                                       | <b>279,969</b>                                   |
| Add : Commission on Re-insurance Accepted                                           | -                                                   | -                                                | -                                                   | -                                                |
| Less : Commission on Re-insurance Ceded                                             | -                                                   | -                                                | -                                                   | -                                                |
| <b>Net Commission</b>                                                               | <b>133,965</b>                                      | <b>354,975</b>                                   | <b>95,271</b>                                       | <b>279,969</b>                                   |
| <b>Break-up of the commission expenses (Gross)<br/>incurred to procure business</b> |                                                     |                                                  |                                                     |                                                  |
| Agents                                                                              | 71,257                                              | 171,025                                          | 59,811                                              | 171,733                                          |
| Brokers                                                                             | 61,551                                              | 173,574                                          | 30,029                                              | 95,333                                           |
| Corporate Agents                                                                    | 1,157                                               | 10,376                                           | 5,430                                               | 12,903                                           |
| Referrals                                                                           | -                                                   | -                                                | -                                                   | -                                                |
| <b>Total (B)</b>                                                                    | <b>133,965</b>                                      | <b>354,975</b>                                   | <b>95,271</b>                                       | <b>279,969</b>                                   |