

**Bharti AXA Life Insurance Company Limited**  
**Schedule forming part of the Revenue Account for the Nine Months Ended 31 December, 2017**



**L-5- COMMISSION SCHEDULE**

(Rs.'000)

| Particulars                                                                     | For the Quarter Ended 31 December, 2017 | For the Quarter Ended 31 December, 2016 | For the Nine Months Ended 31 December, 2017 | For the Nine Months Ended 31 December, 2016 |
|---------------------------------------------------------------------------------|-----------------------------------------|-----------------------------------------|---------------------------------------------|---------------------------------------------|
| Commission paid                                                                 |                                         |                                         |                                             |                                             |
| Direct - First Year Premiums                                                    | 228,181                                 | 209,355                                 | 537,905                                     | 511,030                                     |
| - Renewal Premiums                                                              | 87,341                                  | 73,696                                  | 217,065                                     | 168,367                                     |
| - Single Premiums                                                               | 370                                     | 262                                     | 1,020                                       | 458                                         |
| <b>Total (A)</b>                                                                | <b>315,892</b>                          | <b>283,313</b>                          | <b>755,990</b>                              | <b>679,855</b>                              |
| Add : Commission on Re-insurance Accepted                                       | -                                       | -                                       | -                                           | -                                           |
| Less : Commission on Re-insurance Ceded                                         | -                                       | -                                       | -                                           | -                                           |
| <b>Net Commission</b>                                                           | <b>315,892</b>                          | <b>283,313</b>                          | <b>755,990</b>                              | <b>679,855</b>                              |
| <b>Break-up of the commission expenses (Gross) incurred to procure business</b> |                                         |                                         |                                             |                                             |
| Agents                                                                          | 137,009                                 | 103,485                                 | 319,648                                     | 232,078                                     |
| Brokers                                                                         | 157,191                                 | 162,852                                 | 394,568                                     | 409,837                                     |
| Corporate Agents                                                                | 21,693                                  | 16,977                                  | 41,774                                      | 37,940                                      |
| Referrals                                                                       | -                                       | -                                       | -                                           | -                                           |
| <b>Total (B)</b>                                                                | <b>315,892</b>                          | <b>283,313</b>                          | <b>755,990</b>                              | <b>679,855</b>                              |