SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

FORM L-4-PREMIUM SCHEDULE

PREMIUM: 31.03.12

(₹' 000)

| | Particulars | FOR THE | UP TO THE | FOR THE | UP TO THE |
|---|---------------------|---------------|----------------------|---------------|---------------|
| | | QUARTER ENDED | QUARTER ENDED | QUARTER ENDED | QUARTER ENDED |
| | | ON 31st MARCH | ON 31st MARCH | ON 31st MARCH | ON 31st MARCH |
| | | 2012 | 2012 | 2011 | 2011 |
| 1 | First year premiums | 152542057 | 401945359 | 113739024 | 362653559 |
| 2 | Renewal Premiums | 458344819 | 1210270318 | 477470185 | 1164610486 |
| 3 | Single Premiums | 145097535 | 416677107 | 137659098 | 507469926 |
| | TOTAL | 755984411 | 2028892784 | 728868307 | 2034733971 |

FORM L-5 - COMMISSION SCHEDULE COMMISSION EXPENSES: 31.03.2012

(₹' 000)

| | Particulars | FOR THE | UP TO THE | FOR THE | UP TO THE |
|---|---|---------------|---------------|---------------|---------------|
| | | QUARTER ENDED | QUARTER ENDED | QUARTER ENDED | QUARTER ENDED |
| | | ON 31st MARCH | ON 31st MARCH | ON 31st MARCH | ON 31st MARCH |
| | | 2012 | 2012 | 2011 | 2011 |
| 1 | Commission paid | | | | |
| | Direct – First year premiums | 37244554 | 77162423 | 29669003 | 68390580 |
| | - Renewal premiums | 25040685 | 60765345 | 27623227 | 59560393 |
| | - Single premiums | 1204228 | 2702823 | 1184545 | 5521938 |
| 2 | Add: Commission on Re-insurance Accepted | (83) | 38 | (74) | (74) |
| 3 | Less: Commission on Re-insurance Ceded | 274302 | 274302 | 174551 | 386066 |
| | Net Commission | 63215082 | 140356327 | 58302150 | 133086771 |
| | Break-up of the expenses (Gross) incurred | | | | |
| | to procure business : | | | | |
| 1 | Agents | 62807591 | 139563444 | 57896556 | 132525736 |
| 2 | Brokers | 19073 | 35832 | 16823 | 31318 |
| 3 | Corporate Agency | 203889 | 331604 | 209599 | 386425 |
| 4 | Others: Banks | 458914 | 699711 | 353800 | 529432 |
| | TOTAL | 63489467 | 140630591 | 58476778 | 133472911 |