Aditya Birla Sun Life Insurance Company Limited (formerly known as "Birla Sun Life Insurance Company Limited") Registration Number: 109 dated 31st January 2001

Form L-5- Commission Schedule Commission expenses

(Amounts in thousands of Indian Rupees)

| (Amounts in thousands of indian respects) | Audited | Audited | Audited | Audited |
|---|-----------------|-----------------|-----------------|-----------------|
| | Quarter ended | Quarter ended | Year ended | Year ended |
| Particulars | 31st March 2018 | 31st March 2017 | 31st March 2018 | 31st March 2017 |
| Commision Paid | | | | |
| Direct - First Year Premium | 667,495 | 639,044 | 1,715,260 | 1,614,549 |
| Renewal Premium | 340,953 | 313,320 | 942,220 | 929,187 |
| Single Premium | 16,347 | 2,606 | 30,694 | 6,863 |
| Sub-total | 1,024,795 | 954,970 | 2,688,174 | 2,550,599 |
| Add:Commission on Re-insurance Accepted | | - | - | - |
| Less:Commission on Re-insurance Ceded | - | - | - | - |
| Others: | | | | |
| Bonus Commission | - | - | - | - |
| Net Commission | 1,024,795 | 954,970 | 2,688,174 | 2,550,599 |
| Breakup of Commission | | | | |
| Particulars | | | | |
| Individual Agents | 695,938 | 711,030 | 1,826,809 | 1,910,609 |
| Brokers | 53,086 | 48,040 | 191,095 | 148,243 |
| Corporate Agents | 275,771 | 195,882 | 670,270 | 491,747 |
| Referral | - | 18 | - | · - |
| Total | 1,024,795 | 954,970 | 2,688,174 | 2,550,599 |
| | | | | |