

**SCHEDULE - 2
COMMISSION EXPENSES**

For the year ended March 31, 2013

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Commission										
Direct – First year premiums	490,077	66	4,186,566	-	2,741	1,546,120	17,258	61,783	21	6,304,632
-- Renewal premiums	195,101	6,096	329,198	-	6,215	449,344	327,186	26,436	-	1,339,576
-- Single premiums	-	-	3,294	1,233	-	4,898	535	-	-	9,960
Total	685,178	6,162	4,519,058	1,233	8,956	2,000,362	344,979	88,219	21	7,654,168
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	685,178	6,162	4,519,058	1,233	8,956	2,000,362	344,979	88,219	21	7,654,168
Break-up of the commission by distribution network										
Individual agents	510,414	4,808	1,419,693	500	6,642	577,541	172,973	77,576	21	2,770,168
Corporate agents	128,125	1,337	2,399,499	694	1,933	1,374,903	131,793	5,559	-	4,043,843
Brokers	46,639	17	699,866	39	381	47,918	40,213	5,084	-	840,157
Referral	-	-	-	-	-	-	-	-	-	-
Total Commission	685,178	6,162	4,519,058	1,233	8,956	2,000,362	344,979	88,219	21	7,654,168

For the year ended March 31, 2012

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Commission *										
Direct – First year premiums	476,774	4,829	2,847,310	-	4,413	1,385,264	(924)	76,602	19,731	4,813,999
-- Renewal premiums	133,861	6,813	99,385	-	7,222	439,694	490,661	25,229	-	1,202,865
-- Single premiums	-	-	3,259	802	-	32,717	1,045	-	-	37,823
Total	610,635	11,642	2,949,954	802	11,635	1,857,675	490,782	101,831	19,731	6,054,687
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	610,635	11,642	2,949,954	802	11,635	1,857,675	490,782	101,831	19,731	6,054,687
Break-up of the commission by distribution network										
Individual agents	472,609	5,679	1,245,997	408	8,269	622,836	227,776	90,473	-	2,674,047
Corporate agents	124,789	5,942	1,405,057	286	2,928	945,855	210,625	9,625	19,731	2,724,838
Brokers	13,210	20	298,855	108	446	289,670	52,676	1,789	-	656,774
Referral	27	1	45	-	(8)	(686)	(295)	(56)	-	(972)
Total Commission	610,635	11,642	2,949,954	802	11,635	1,857,675	490,782	101,831	19,731	6,054,687

* Commission includes referral payments

Note: Refer Schedule 16 Note 2.5

SCHEDULE – 2 (Continued)
COMMISSION EXPENSES

For the quarter ended March 31, 2013

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Commission										
Direct – First year premiums	163,161	-	1,319,412	-	673	620,717	26,546	18,346	21	2,148,876
-- Renewal premiums	61,861	3,041	128,826	-	1,695	148,256	63,399	9,019	-	416,097
-- Single premiums	-	-	1,749	254	-	556	1,079	-	-	3,638
Total	225,022	3,041	1,449,987	254	2,368	769,529	91,024	27,365	21	2,568,611
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	225,022	3,041	1,449,987	254	2,368	769,529	91,024	27,365	21	2,568,611
Break-up of the commission by distribution network										
Tied Agency	167,189	2,366	517,737	109	1,684	232,776	46,495	24,109	21	992,486
Corporate Agency	39,626	670	674,998	126	594	519,171	27,895	1,456	-	1,264,536
Brokers	18,207	5	257,252	19	90	17,582	16,634	1,800	-	311,589
Referral	-	-	-	-	-	-	-	-	-	-
Total Commission	225,022	3,041	1,449,987	254	2,368	769,529	91,024	27,365	21	2,568,611

For the quarter ended March 31, 2012

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Commission *										
Direct – First year premiums	146,102	4,416	1,009,132	-	1,506	538,413	(4,424)	21,269	19,731	1,736,145
-- Renewal premiums	54,127	3,890	54,954	-	2,057	165,380	168,000	11,162	-	459,570
-- Single premiums	-	-	1,542	372	-	5,548	244	-	-	7,706
Total	200,229	8,306	1,065,628	372	3,563	709,341	163,820	32,431	19,731	2,203,421
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	200,229	8,306	1,065,628	372	3,563	709,341	163,820	32,431	19,731	2,203,421
Break-up of the commission by distribution network										
Tied Agency	150,717	3,226	399,773	106	2,640	272,086	98,907	29,399	-	956,854
Corporate Agency	43,507	5,075	520,577	258	752	198,738	52,406	2,534	19,731	843,578
Brokers	6,004	5	145,278	8	174	238,725	12,523	502	-	403,219
Referral	1	-	-	-	(3)	(208)	(16)	(4)	-	(230)
Total Commission	200,229	8,306	1,065,628	372	3,563	709,341	163,820	32,431	19,731	2,203,421

* Commission includes referral payments

Note: Refer Schedule 16 Note 2.5