

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Consolidated Condensed financial statements

SCHEDULE - 2  
COMMISSION EXPENSES

For the half year ended September 30, 2013

(₹ '000)

| Particulars   | Par Life       | Par Pension  | Non Par          | Annuity Non Par | Health       | Linked Life      | Linked Pension | Linked Health | Linked Group | Total            |
|---|----------------|--------------|------------------|-----------------|--------------|------------------|----------------|---------------|--------------|------------------|
| <b>Commission</b>   |                |              |                  |                 |              |                  |                |               |              |                  |
| Direct – First year premiums                              | 260,114        | -            | 1,370,994        | -               | 970          | 895,385          | 6,442          | 20,075        | 6            | <b>2,553,986</b> |
| – Renewal premiums  | 79,045         | 1,411        | 208,836          | -               | 1,958        | 161,658          | 62,141         | 9,289         | -            | <b>524,338</b>   |
| – Single premiums   | -              | -            | 2,671            | 250             | -            | 5,276            | 361            | -             | -            | <b>8,558</b>     |
| <b>Total</b>  | <b>339,159</b> | <b>1,411</b> | <b>1,582,501</b> | <b>250</b>      | <b>2,928</b> | <b>1,062,319</b> | <b>68,944</b>  | <b>29,364</b> | <b>6</b>     | <b>3,086,882</b> |
| Add: Commission on re-insurance accepted                  | -              | -            | -                | -               | -            | -                | -              | -             | -            | -                |
| Less: Commission on re-insurance ceded                    | -              | -            | -                | -               | -            | -                | -              | -             | -            | -                |
| <b>Net Commission</b>                                     | <b>339,159</b> | <b>1,411</b> | <b>1,582,501</b> | <b>250</b>      | <b>2,928</b> | <b>1,062,319</b> | <b>68,944</b>  | <b>29,364</b> | <b>6</b>     | <b>3,086,882</b> |
| <b>Break-up of the commission by distribution network</b> |                |              |                  |                 |              |                  |                |               |              |                  |
| Individual agents   | 232,877        | 1,061        | 408,444          | 77              | 2,139        | 152,336          | 26,624         | 26,052        | 6            | <b>849,616</b>   |
| Corporate agents  | 78,961         | 343          | 917,889          | 153             | 635          | 895,546          | 31,886         | 1,431         | -            | <b>1,926,844</b> |
| Brokers   | 27,321         | 7            | 256,168          | 20              | 154          | 14,437           | 10,434         | 1,881         | -            | <b>310,422</b>   |
| <b>Total Commission</b>                                   | <b>339,159</b> | <b>1,411</b> | <b>1,582,501</b> | <b>250</b>      | <b>2,928</b> | <b>1,062,319</b> | <b>68,944</b>  | <b>29,364</b> | <b>6</b>     | <b>3,086,882</b> |

For the half year ended September 30, 2012

(₹ '000)

| Particulars   | Par Life       | Par Pension  | Non Par          | Annuity Non Par | Health       | Linked Life    | Linked Pension | Linked Health | Linked Group | Total            |
|---|----------------|--------------|------------------|-----------------|--------------|----------------|----------------|---------------|--------------|------------------|
| <b>Commission</b>   |                |              |                  |                 |              |                |                |               |              |                  |
| Direct – First year premiums                              | 206,094        | 60           | 1,702,778        | -               | 1,386        | 560,990        | (7,255)        | 29,040        | -            | <b>2,493,093</b> |
| – Renewal premiums  | 76,171         | 1,902        | 96,688           | -               | 2,914        | 179,499        | 199,302        | 11,944        | -            | <b>568,420</b>   |
| – Single premiums   | -              | -            | 898              | 649             | -            | 3,246          | 216            | -             | -            | <b>5,009</b>     |
| <b>Total</b>  | <b>282,265</b> | <b>1,962</b> | <b>1,800,364</b> | <b>649</b>      | <b>4,300</b> | <b>743,735</b> | <b>192,263</b> | <b>40,984</b> | <b>-</b>     | <b>3,066,522</b> |
| Add: Commission on re-insurance accepted                  | -              | -            | -                | -               | -            | -              | -              | -             | -            | -                |
| Less: Commission on re-insurance ceded                    | -              | -            | -                | -               | -            | -              | -              | -             | -            | -                |
| <b>Net Commission</b>                                     | <b>282,265</b> | <b>1,962</b> | <b>1,800,364</b> | <b>649</b>      | <b>4,300</b> | <b>743,735</b> | <b>192,263</b> | <b>40,984</b> | <b>-</b>     | <b>3,066,522</b> |
| <b>Break-up of the commission by distribution network</b> |                |              |                  |                 |              |                |                |               |              |                  |
| Individual agents   | 212,621        | 1,491        | 531,649          | 197             | 3,185        | 196,287        | 92,902         | 35,916        | -            | <b>1,074,248</b> |
| Corporate agents  | 54,637         | 465          | 1,024,263        | 449             | 894          | 525,467        | 81,194         | 3,006         | -            | <b>1,690,375</b> |
| Brokers   | 15,007         | 6            | 244,452          | 3               | 221          | 21,981         | 18,167         | 2,062         | -            | <b>301,899</b>   |
| <b>Total Commission</b>                                   | <b>282,265</b> | <b>1,962</b> | <b>1,800,364</b> | <b>649</b>      | <b>4,300</b> | <b>743,735</b> | <b>192,263</b> | <b>40,984</b> | <b>-</b>     | <b>3,066,522</b> |

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Consolidated Condensed financial statements

**SCHEDULE – 2 (Continued)**  
**COMMISSION EXPENSES**

For the quarter ended September 30, 2013

(₹ '000)

| Particulars   | Par Life       | Par Pension | Non Par          | Annuity Non Par | Health       | Linked Life    | Linked Pension | Linked Health | Linked Group | Total            |
|---|----------------|-------------|------------------|-----------------|--------------|----------------|----------------|---------------|--------------|------------------|
| <b>Commission</b>   |                |             |                  |                 |              |                |                |               |              |                  |
| Direct – First year premiums                              | 177,578        | -           | 865,860          | -               | 535          | 635,738        | 4,559          | 12,347        | -            | <b>1,696,617</b> |
| – Renewal premiums  | 46,722         | 425         | 140,078          | -               | 1,109        | 93,285         | 36,462         | 5,125         | -            | <b>323,206</b>   |
| – Single premiums   | -              | -           | 1,383            | 98              | -            | 4,580          | 175            | -             | -            | <b>6,236</b>     |
| <b>Total</b>  | <b>224,300</b> | <b>425</b>  | <b>1,007,321</b> | <b>98</b>       | <b>1,644</b> | <b>733,603</b> | <b>41,196</b>  | <b>17,472</b> | <b>-</b>     | <b>2,026,059</b> |
| Add: Commission on re-insurance accepted                  | -              | -           | -                | -               | -            | -              | -              | -             | -            | -                |
| Less: Commission on re-insurance ceded                    | -              | -           | -                | -               | -            | -              | -              | -             | -            | -                |
| <b>Net Commission</b>                                     | <b>224,300</b> | <b>425</b>  | <b>1,007,321</b> | <b>98</b>       | <b>1,644</b> | <b>733,603</b> | <b>41,196</b>  | <b>17,472</b> | <b>-</b>     | <b>2,026,059</b> |
| <b>Break-up of the commission by distribution network</b> |                |             |                  |                 |              |                |                |               |              |                  |
| Individual agents   | 151,572        | 349         | 273,323          | 12              | 1,206        | 105,141        | 14,996         | 15,841        | -            | <b>562,440</b>   |
| Corporate agents  | 57,287         | 72          | 596,403          | 72              | 337          | 617,850        | 19,780         | 661           | -            | <b>1,292,462</b> |
| Brokers   | 15,441         | 4           | 137,595          | 14              | 101          | 10,612         | 6,420          | 970           | -            | <b>171,157</b>   |
| <b>Total Commission</b>                                   | <b>224,300</b> | <b>425</b>  | <b>1,007,321</b> | <b>98</b>       | <b>1,644</b> | <b>733,603</b> | <b>41,196</b>  | <b>17,472</b> | <b>-</b>     | <b>2,026,059</b> |

For the quarter ended September 30, 2012

(₹ '000)

| Particulars   | Par Life       | Par Pension | Non Par          | Annuity Non Par | Health       | Linked Life    | Linked Pension | Linked Health | Linked Group | Total            |
|---|----------------|-------------|------------------|-----------------|--------------|----------------|----------------|---------------|--------------|------------------|
| <b>Commission</b>   |                |             |                  |                 |              |                |                |               |              |                  |
| Direct – First year premiums                              | 126,646        | 12          | 1,106,670        | -               | 676          | 302,579        | (3,129)        | 14,682        | -            | <b>1,548,136</b> |
| – Renewal premiums  | 43,296         | 636         | 62,803           | -               | 1,651        | 100,574        | 118,006        | 6,253         | -            | <b>333,219</b>   |
| – Single premiums   | -              | -           | 535              | 418             | -            | 1,752          | 119            | -             | -            | <b>2,824</b>     |
| <b>Total</b>  | <b>169,942</b> | <b>648</b>  | <b>1,170,008</b> | <b>418</b>      | <b>2,327</b> | <b>404,905</b> | <b>114,996</b> | <b>20,935</b> | <b>-</b>     | <b>1,884,179</b> |
| Add: Commission on re-insurance accepted                  | -              | -           | -                | -               | -            | -              | -              | -             | -            | -                |
| Less: Commission on re-insurance ceded                    | -              | -           | -                | -               | -            | -              | -              | -             | -            | -                |
| <b>Net Commission</b>                                     | <b>169,942</b> | <b>648</b>  | <b>1,170,008</b> | <b>418</b>      | <b>2,327</b> | <b>404,905</b> | <b>114,996</b> | <b>20,935</b> | <b>-</b>     | <b>1,884,179</b> |
| <b>Break-up of the commission by distribution network</b> |                |             |                  |                 |              |                |                |               |              |                  |
| Individual agents   | 126,625        | 520         | 322,475          | 90              | 1,735        | 103,063        | 53,593         | 18,197        | -            | 626,298          |
| Corporate agents  | 32,957         | 125         | 698,427          | 330             | 488          | 291,312        | 52,092         | 1,546         | -            | 1,077,277        |
| Brokers   | 10,360         | 3           | 149,106          | (2)             | 104          | 10,530         | 9,311          | 1,192         | -            | 180,604          |
| <b>Total Commission</b>                                   | <b>169,942</b> | <b>648</b>  | <b>1,170,008</b> | <b>418</b>      | <b>2,327</b> | <b>404,905</b> | <b>114,996</b> | <b>20,935</b> | <b>-</b>     | <b>1,884,179</b> |