

ICICI PRUDENTIAL LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF CONSOLIDATED CONDENSED FINANCIAL STATEMENTS

FORM L-5 Commission Schedule
COMMISSION EXPENSES

For the half year ended September 30, 2011

(₹ '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	214,322	253	1,083,050	22	2,183	426,666	1,890	35,519	-	1,763,905
– Renewal premiums	45,489	1,972	7,379	-	3,556	196,032	249,559	11,890	-	515,877
– Single premiums	-	-	724	192	-	21,891	524	-	-	23,331
Total	269,811	2,225	1,091,153	214	5,739	644,589	261,973	47,409	-	2,303,113
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	269,811	2,225	1,091,153	214	5,739	644,589	261,973	47,409	-	2,303,113
Break-up of the expenses (Gross) incurred to procure business										
Tied Agency	204,197	1,831	530,344	210	4,225	246,010	131,517.00	41,744	-	1,160,078
Corporate Agency	50,294	386	486,928	(11)	1,296	367,681	93,601.00	4,731	-	1,004,906
Brokers	4,051	7	73,722	(2)	187	31,281	26,237.00	899	-	136,382
Referral	1,269	1	159	17	31	(383)	618.00	35	-	1,747
Total Commission	269,811	2,225	1,091,153	214	5,739	644,589	261,973	47,409	-	2,303,113

* Commission includes referral payments

For the half year ended September 30, 2010

(₹ '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	80,540	120	25,953	-	6,951	754,065	1,136,147	39,114	216	2,043,096
– Renewal premiums	48,339	2,407	7,774	-	5,507	354,734	231,734	13,475	-	663,970
– Single premiums	-	-	162	206	-	19,074	70	-	-	19,512
Total	128,879	2,527	33,889	206	12,458	1,127,863	1,367,961	52,589	216	2,726,678
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	128,879	2,527	33,889	206	12,458	1,127,863	1,367,961	52,589	216	2,726,678
Break-up of the expenses (Gross) incurred to procure business										
Tied Agency	99,135	1,779	22,062	171	9,022	506,127	720,558	42,838	216	1,401,908
Corporate Agency	20,300	546	5,802	22	2,807	385,164	492,171	4,989	-	911,801
Brokers	7,499	30	763	13	386	180,549	121,205	1,944	-	312,389
Referral	1,945	172	5,262	-	243	56,023	34,017	2,818	-	100,480
Total Commission	128,879	2,527	33,889	206	12,458	1,127,863	1,367,961	52,589	216	2,726,678

* Commission includes referral payments

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FORM L-5 Commission Schedule
COMMISSION EXPENSES

For the period July 1, 2011 to September 30, 2011

(₹ '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	123,562	163	694,069	22	1,417	301,860	(6,437)	19,387	-	1,134,043
– Renewal premiums	24,572	583	4,056	-	2,966	95,251	139,772	4,125	-	271,325
– Single premiums	-	-	603	-	-	8,312	291	-	-	9,206
Total	148,134	746	698,728	22	4,383	405,423	133,626	23,512	-	1,414,674
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	148,134	746	698,728	22	4,383	405,423	133,626	23,512	-	1,414,674
Break-up of the expenses (Gross) incurred to procure business										
Tied Agency	114,710	585	311,289	65	3,306	135,670	71,889	20,477	-	657,991
Corporate Agency	30,762	157	331,682	(64)	973	246,925	51,593	2,624	-	664,652
Brokers	2,000	4	55,762	4	90	23,156	9,837	395	-	91,248
Referral	662	-	(5)	17	14	(328)	307	16	-	683
Total Commission	148,134	746	698,728	22	4,383	405,423	133,626	23,512	-	1,414,674

* Commission includes referral payments

For the period July 1, 2010 to September 30, 2010

(₹ '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	58,648	93	11,125	-	3,551	423,422	638,622	17,204	-	1,152,665
– Renewal premiums	25,539	754	4,924	-	3,488	182,702	127,766	7,727	-	352,900
– Single premiums	-	-	71	206	-	19,074	42	-	-	19,393
Total	84,187	847	16,120	206	7,039	625,198	766,430	24,931	-	1,524,958
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	84,187	847	16,120	206	7,039	625,198	766,430	24,931	-	1,524,958
Break-up of the expenses (Gross) incurred to procure business										
Tied Agency	64,283	591	12,226	171	5,091	277,291	407,379	20,853	-	787,885
Corporate Agency	13,694	153	2,564	22	1,736	217,236	282,608	2,713	-	520,726
Brokers	5,132	27	387	13	173	105,862	58,446	925	-	170,965
Referral	1,078	76	943	-	39	24,809	17,997	440	-	45,382
Total Commission	84,187	847	16,120	206	7,039	625,198	766,430	24,931	-	1,524,958

* Commission includes referral payments