

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

SCHEDULE- 2
COMMISSION EXPENSES

For the quarter ended June 30, 2010

(Rs. '000)

Particulars	Par Life	Par Pension	Par Group Life	Par Group Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Commission *												
Direct - First year premiums	21,892	27	-	-	14,828	-	3,400	330,633	497,525	21,910	216	890,431
-- Renewal premiums	22,800	1,653	-	-	2,850	-	2,017	172,032	103,968	5,748	-	311,068
-- Single premiums	-	-	-	-	91	-	2	-	28	-	-	121
Total	44,692	1,680	-	-	17,769	-	5,419	502,665	601,521	27,658	216	1,201,620
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	44,692	1,680	-	-	17,769	-	5,419	502,665	601,521	27,658	216	1,201,620
Break-up of the expenses (Gross) incurred to procure business												
Tied Agency	34,852	1,188	-	-	9,836	-	3,931	228,836	313,179	21,985	216	614,023
Corporate Agency	6,606	393	-	-	3,238	-	1,071	167,928	209,563	2,276	-	391,075
Brokers	2,367	3	-	-	376	-	213	74,687	62,759	1,019	-	141,424
Referral	867	96	-	-	4,319	-	204	31,214	16,020	2,378	-	55,098
Total Commission	44,692	1,680	-	-	17,769	-	5,419	502,665	601,521	27,658	216	1,201,620

* Commission includes referral payments

For the quarter ended June 30, 2009

(Rs. '000)

Particulars	Par Life	Par Pension	Par Group Life	Par Group Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Commission *												
Direct - First year premiums	23,799	25	-	-	23,863	-	19,903	331,333	189,988	31,338	-	620,249
-- Renewal premiums	22,418	1,838	-	-	3,077	-	2,737	259,920	91,440	-	-	381,430
-- Single premiums	-	-	-	-	59	7	-	2,263	2,416	-	36	4,781
Total	46,217	1,863	-	-	26,999	7	22,640	593,516	283,844	31,338	36	1,006,460
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	46,217	1,863	-	-	26,999	7	22,640	593,516	283,844	31,338	36	1,006,460
Break-up of the expenses (Gross) incurred to procure business												
Tied Agency	36,151	1,359	-	-	19,523	-	9,134	327,398	149,836	23,902	36	567,339
Corporate Agency	6,503	417	-	-	4,524	7	2,753	209,864	106,837	2,528	-	333,433
Brokers	1,602	2	-	-	482	-	511	30,294	18,746	922	-	52,559
Referral	1,961	85	-	-	2,470	-	10,242	25,960	8,425	3,986	-	53,129
Total Commission	46,217	1,863	-	-	26,999	7	22,640	593,516	283,844	31,338	36	1,006,460

* Commission includes referral payments