

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

SCHEDULE – 2
COMMISSION EXPENSES

For the nine months ended December 31, 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	330,673	413	1,838,176	-	2,911	847,967	3,631	55,338	-	3,079,109
-- Renewal premiums	83,936	3,030	45,015	-	5,482	290,209	346,035	15,042	-	788,749
-- Single premiums	-	-	1,717	430	-	27,169	801	-	-	30,117
Total	414,609	3,443	1,884,908	430	8,393	1,165,345	380,467	70,380	-	3,897,975
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	414,609	3,443	1,884,908	430	8,393	1,165,345	380,467	70,380	-	3,897,975
Break-up of the expenses (Gross) incurred to procure business										
Tied Agency	326,094	2,560	846,808	302	5,946	366,645	152,243	62,049	-	1,762,647
Corporate Agency	81,282	867	884,480	28	2,176	747,117	158,219	7,091	-	1,881,260
Brokers	7,206	15	153,577	100	272	50,945	40,153	1,287	-	253,555
Referral	27	1	43	-	(1)	638	(148)	(47)	-	513
Total Commission	414,609	3,443	1,884,908	430	8,393	1,165,345	380,467	70,380	-	3,897,975

* Commission includes referral payments

For the nine months ended December 31, 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	250,929	297	331,784	-	14,029	946,624	1,168,186	43,836	216	2,755,901
-- Renewal premiums	69,398	3,633	11,391	(3)	7,424	523,428	370,506	21,623	-	1,007,400
-- Single premiums	-	-	213	465	-	180,912	118	-	-	181,708
Total	320,327	3,930	343,388	462	21,453	1,650,964	1,538,810	65,459	216	3,945,009
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	320,327	3,930	343,388	462	21,453	1,650,964	1,538,810	65,459	216	3,945,009
Break-up of the expenses (Gross) incurred to procure business										
Tied Agency	237,473	2,907	253,380	256	15,602	790,803	803,772	54,183	216	2,158,592
Corporate Agency	61,820	830	71,929	160	4,991	612,375	551,497	6,083	-	1,309,685
Brokers	18,774	45	12,406	46	568	195,123	149,934	2,251	-	379,147
Referral	2,260	148	5,673	-	292	52,663	33,607	2,942	-	97,585
Total Commission	320,327	3,930	343,388	462	21,453	1,650,964	1,538,810	65,459	216	3,945,009

* Commission includes referral payments

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

SCHEDULE - 2 (Continued)
COMMISSION EXPENSES

For the period October 1, 2011 to December 31, 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	116,351	160	755,126	-	728	421,301	1,741	19,819	-	1,315,226
-- Renewal premiums	38,447	1,058	37,636	-	1,926	94,177	96,476	3,152	-	272,872
-- Single premiums	-	-	993	216	-	5,278	277	-	-	6,764
Total	154,798	1,218	793,755	216	2,654	520,756	98,494	22,971	-	1,594,862
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	154,798	1,218	793,755	216	2,654	520,756	98,494	22,971	-	1,594,862
Break-up of the expenses (Gross) Incurred to procure business										
Tied Agency	121,897	729	316,464	92	1,721	120,635	20,726	20,305	-	602,569
Corporate Agency	30,988	481	397,552	39	880	379,436	64,618	2,360	-	876,354
Brokers	3,155	8	79,855	102	85	19,664	13,916	388	-	117,173
Referral	(1,242)	-	(116)	(17)	(32)	1,021	(766)	(82)	-	(1,234)
Total Commission	154,798	1,218	793,755	216	2,654	520,756	98,494	22,971	-	1,594,862

* Commission includes referral payments

For the period October 1, 2010 to December 31, 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	170,389	177	305,831	-	7,078	192,569	32,039	4,722	-	712,805
-- Renewal premiums	21,059	1,226	3,617	(3)	1,917	168,694	138,772	8,148	-	343,430
-- Single premiums	-	-	51	259	-	161,838	48	-	-	162,196
Total	191,448	1,403	309,499	256	8,995	523,101	170,859	12,870	-	1,218,431
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	191,448	1,403	309,499	256	8,995	523,101	170,859	12,870	-	1,218,431
Break-up of the expenses (Gross) Incurred to procure business										
Tied Agency	138,337	1,128	231,318	85	6,580	284,677	93,214	11,346	-	756,685
Corporate Agency	41,521	284	66,127	138	2,184	227,211	59,326	1,094	-	397,685
Brokers	11,275	15	11,643	33	182	14,574	28,728	306	-	66,756
Referral	315	(24)	411	-	49	(3,361)	(409)	124	-	(2,895)
Total Commission	191,448	1,403	309,499	256	8,995	523,101	170,859	12,870	-	1,218,431

* Commission includes referral payments