

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

**SCHEDULE – 2**  
**COMMISSION EXPENSES**

For the Quarter ended June 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	79,448	48	596,108	-	710	258,411	(4,126)	14,358	-	<b>944,957</b>
-- Renewal premiums	32,875	1,266	33,885	-	1,263	78,925	81,296	5,691	-	<b>235,201</b>
-- Single premiums	-	-	363	231	-	1,494	97	-	-	<b>2,185</b>
<b>Total</b>	<b>112,323</b>	<b>1,314</b>	<b>630,356</b>	<b>231</b>	<b>1,973</b>	<b>338,830</b>	<b>77,267</b>	<b>20,049</b>	<b>-</b>	<b>1,182,343</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>112,323</b>	<b>1,314</b>	<b>630,356</b>	<b>231</b>	<b>1,973</b>	<b>338,830</b>	<b>77,267</b>	<b>20,049</b>	<b>-</b>	<b>1,182,343</b>
<b>Break-up of the expenses (Gross) incurred to procure business</b>										
Tied Agency	85,996	971	209,174	107	1,450	93,224	39,309	17,719	-	<b>447,950</b>
Corporate Agency	21,680	340	325,836	119	406	234,155	29,102	1,460	-	<b>613,098</b>
Brokers	4,647	3	95,346	5	117	11,451	8,856	870	-	<b>121,295</b>
Referral	-	-	-	-	-	-	-	-	-	-
<b>Total Commission</b>	<b>112,323</b>	<b>1,314</b>	<b>630,356</b>	<b>231</b>	<b>1,973</b>	<b>338,830</b>	<b>77,267</b>	<b>20,049</b>	<b>-</b>	<b>1,182,343</b>

For the Quarter ended June 30, 2011

(₹ '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	90,764	90	388,989	-	749	120,109	7,822	16,114	-	<b>624,637</b>
-- Renewal premiums	20,753	1,378	3,294	-	585	99,989	108,924	7,704	-	<b>242,627</b>
-- Single premiums	-	-	121	192	-	13,579	233	-	-	<b>14,125</b>
<b>Total</b>	<b>111,517</b>	<b>1,468</b>	<b>392,404</b>	<b>192</b>	<b>1,334</b>	<b>233,677</b>	<b>116,979</b>	<b>23,818</b>	<b>-</b>	<b>881,389</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>111,517</b>	<b>1,468</b>	<b>392,404</b>	<b>192</b>	<b>1,334</b>	<b>233,677</b>	<b>116,979</b>	<b>23,818</b>	<b>-</b>	<b>881,389</b>
<b>Break-up of the expenses (Gross) incurred to procure business</b>										
Tied Agency	89,327	1,235	219,036	145	898	104,850	58,260	21,188	-	<b>494,939</b>
Corporate Agency	19,532	229	155,245	53	322	120,757	42,008	2,107	-	<b>340,253</b>
Brokers	2,051	3	17,959	(6)	97	8,125	16,400	504	-	<b>45,133</b>
Referral	607	1	164	-	17	(55)	311	19	-	<b>1,064</b>
<b>Total Commission</b>	<b>111,517</b>	<b>1,468</b>	<b>392,404</b>	<b>192</b>	<b>1,334</b>	<b>233,677</b>	<b>116,979</b>	<b>23,818</b>	<b>-</b>	<b>881,389</b>

\* Commission includes referral payments