

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, 2012

(₹ '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	206,094	60	1,702,778	-	1,386	560,990	(7,255)	29,040	-	2,493,093
-- Renewal premiums	76,171	1,902	96,688	-	2,914	179,499	199,302	11,944	-	568,420
-- Single premiums	-	-	898	649	-	3,246	216	-	-	5,009
Total	282,265	1,962	1,800,364	649	4,300	743,735	192,263	40,984	-	3,066,522
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	282,265	1,962	1,800,364	649	4,300	743,735	192,263	40,984	-	3,066,522
Break-up of the expenses (Gross) incurred to procure business										
Tied Agency	212,621	1,491	531,649	197	3,185	196,287	92,902	35,916	-	1,074,248
Corporate Agency	54,637	465	1,024,263	449	894	525,467	81,194	3,006	-	1,690,375
Brokers	15,007	6	244,452	3	221	21,981	18,167	2,062	-	301,899
Referral	-	-	-	-	-	-	-	-	-	-
Total Commission	282,265	1,962	1,800,364	649	4,300	743,735	192,263	40,984	-	3,066,522

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	214,321	253	1,083,049	22	2,185	427,236	1,951	35,521	-	1,764,538
-- Renewal premiums	44,627	1,950	7,259	-	3,491	192,771	244,764	11,690	-	506,552
-- Single premiums	-	-	724	192	-	21,891	524	-	-	23,331
Total	258,948	2,203	1,091,032	214	5,676	641,898	247,239	47,211	-	2,294,421
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	258,948	2,203	1,091,032	214	5,676	641,898	247,239	47,211	-	2,294,421
Break-up of the expenses (Gross) incurred to procure business										
Tied Agency	203,335	1,809	530,224	210	4,160	242,749	126,722	41,544	-	1,150,753
Corporate Agency	50,294	386	486,928	(11)	1,296	367,681	93,601	4,731	-	1,004,906
Brokers	4,051	7	73,722	(2)	187	31,281	26,237	899	-	136,382
Referral	1,268	1	158	17	33	187	679	37	-	2,380
Total Commission	258,948	2,203	1,091,032	214	5,676	641,898	247,239	47,211	-	2,294,421

* 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 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
Commission										
Direct – First year premiums	126,646	12	1,106,670	-	676	302,579	(3,129)	14,682	-	1,548,136
-- Renewal premiums	43,296	636	62,803	-	1,651	100,574	118,006	6,253	-	333,219
-- Single premiums	-	-	535	418	-	1,752	119	-	-	2,824
Total	169,942	648	1,170,008	418	2,327	404,905	114,996	20,935	-	1,884,179
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	169,942	648	1,170,008	418	2,327	404,905	114,996	20,935	-	1,884,179
Break-up of the expenses (Gross) incurred to procure business										
Tied Agency	126,625	520	322,475	90	1,735	103,063	53,593	18,197	-	626,298
Corporate Agency	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
Referral	-	-	-	-	-	-	-	-	-	-
Total Commission	169,942	648	1,170,008	418	2,327	404,905	114,996	20,935	-	1,884,179

For the quarter 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	123,557	163	694,060	22	1,436	307,127	(5,871)	19,407	-	1,139,901
-- Renewal premiums	23,874	572	3,965	-	2,906	92,782	135,840	3,986	-	263,925
-- Single premiums	-	-	603	-	-	8,312	291	-	-	9,206
Total	147,431	735	698,628	22	4,342	408,221	130,260	23,393	-	1,413,032
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	147,431	735	698,628	22	4,342	408,221	130,260	23,393	-	1,413,032
Break-up of the expenses (Gross) incurred to procure business										
Tied Agency	114,008	574	311,188	65	3,262	137,899	68,462	20,356	-	655,814
Corporate Agency	30,762	157	331,683	(64)	974	246,924	51,593	2,624	-	664,653
Brokers	2,000	4	55,763	4	90	23,156	9,837	395	-	91,249
Referral	661	-	(6)	17	16	242	368	18	-	1,316
Total Commission	147,431	735	698,628	22	4,342	408,221	130,260	23,393	-	1,413,032

* Commission includes referral payments