

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

SCHEDULE – 2
COMMISSION EXPENSES

For the nine month ended December 31, 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	326,916	66	2,867,154	-	2,068	925,403	(9,288)	43,437	-	4,155,756
-- Renewal premiums	133,240	3,055	200,372	-	4,520	301,088	263,787	17,417	-	923,479
-- Single premiums	-	-	1,545	979	-	4,342	(544)	-	-	6,322
Total	460,156	3,121	3,069,071	979	6,588	1,230,833	263,965	60,854	-	5,085,557
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	460,156	3,121	3,069,071	979	6,588	1,230,833	263,965	60,854	-	5,085,557
Break-up of the expenses (Gross) incurred to procure business										
Tied Agency	343,225	2,442	901,956	391	4,958	344,765	126,478	53,467	-	1,777,682
Corporate Agency	88,499	667	1,724,501	568	1,339	855,732	103,898	4,103	-	2,779,307
Brokers	28,432	12	442,614	20	291	30,336	23,579	3,284	-	528,568
Referral	-	-	-	-	-	-	-	-	-	-
Total Commission	460,156	3,121	3,069,071	979	6,588	1,230,833	263,965	60,854	-	5,085,557

For the nine month 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	330,672	413	1,838,178	-	2,907	846,851	3,500	55,333	-	3,077,854
-- Renewal premiums	79,734	2,923	44,431	-	5,165	274,314	322,661	14,067	-	743,295
-- Single premiums	-	-	1,717	430	-	27,169	801	-	-	30,117
Total	410,406	3,336	1,884,326	430	8,072	1,148,334	326,962	69,400	-	3,851,266
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	410,406	3,336	1,884,326	430	8,072	1,148,334	326,962	69,400	-	3,851,266
Break-up of the expenses (Gross) incurred to procure business										
Tied Agency	321,892	2,453	846,224	302	5,629	350,750	128,869	61,074	-	1,717,193
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	26	1	45	-	(5)	(478)	(279)	(52)	-	(742)
Total Commission	410,406	3,336	1,884,326	430	8,072	1,148,334	326,962	69,400	-	3,851,266

* 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 December 31, 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	120,822	6	1,164,376	-	682	364,413	(2,033)	14,397	-	1,662,663
-- Renewal premiums	57,069	1,153	103,684	-	1,606	121,589	64,485	5,473	-	355,059
-- Single premiums	-	-	647	330	-	1,096	(760)	-	-	1,313
Total	177,891	1,159	1,268,707	330	2,288	487,098	61,692	19,870	-	2,019,036
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	177,891	1,159	1,268,707	330	2,288	487,098	61,692	19,870	-	2,019,036
Break-up of the expenses (Gross) incurred to procure business										
Tied Agency	130,604	951	370,307	194	1,773	148,478	33,576	17,551	-	703,434
Corporate Agency	33,862	202	700,238	119	445	330,265	22,704	1,097	-	1,088,932
Brokers	13,425	6	198,162	17	70	8,355	5,412	1,222	-	226,669
Referral	-	-	-	-	-	-	-	-	-	-
Total Commission	177,891	1,159	1,268,707	330	2,288	487,098	61,692	19,870	-	2,019,036

For the quarter 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	116,351	160	755,129	-	722	419,615	1,549	19,812	-	1,313,338
-- Renewal premiums	35,107	973	37,172	-	1,674	81,543	77,897	2,377	-	236,743
-- Single premiums	-	-	993	216	-	5,278	277	-	-	6,764
Total	151,458	1,133	793,294	216	2,396	506,436	79,723	22,189	-	1,556,845
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	151,458	1,133	793,294	216	2,396	506,436	79,723	22,189	-	1,556,845
Break-up of the expenses (Gross) incurred to procure business										
Tied Agency	118,557	644	316,000	92	1,469	108,001	2,147	19,530	-	566,440
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)	-	(113)	(17)	(38)	(665)	(958)	(89)	-	(3,122)
Total Commission	151,458	1,133	793,294	216	2,396	506,436	79,723	22,189	-	1,556,845

* Commission includes referral payments