

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

SCHEDULE - 2
COMMISSION EXPENSES

For the year ended March 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	476,775	4,829	2,847,308	-	4,417	1,386,410	(790)	76,607	19,731	4,815,287
-- Renewal premiums	135,094	6,844	99,557	-	7,315	444,359	497,520	25,515	-	1,216,204
-- Single premiums	-	-	3,259	802	-	32,717	1,045	-	-	37,823
Total	611,869	11,673	2,950,124	802	11,732	1,863,486	497,775	102,122	19,731	6,089,314
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	611,869	11,673	2,950,124	802	11,732	1,863,486	497,775	102,122	19,731	6,089,314
Break-up of the expenses (Gross) incurred to procure business										
Tied Agency	473,842	5,710	1,246,169	408	8,362	627,501	234,635	90,759	-	2,687,386
Corporate Agency	124,789	5,942	1,405,057	286	2,928	945,855	210,625	9,625	19,731	2,724,838
Brokers	13,210	20	298,855	108	446	289,670	52,676	1,789	-	656,774
Referral	28	1	43	-	(4)	460	(161)	(51)	-	316
Total Commission	611,869	11,673	2,950,124	802	11,732	1,863,486	497,775	102,122	19,731	6,089,314

* Commission includes referral payments

For the year ended March 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	397,102	419	945,700	-	17,155	1,183,903	1,195,778	72,250	17,700	3,830,007
-- Renewal premiums	97,305	7,526	16,319	-	8,612	704,074	555,105	35,177	-	1,424,118
-- Single premiums	-	-	622	3,605	-	348,198	209	-	-	352,634
Total	494,407	7,945	962,641	3,605	25,767	2,236,175	1,751,092	107,427	17,700	5,606,759
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	494,407	7,945	962,641	3,605	25,767	2,236,175	1,751,092	107,427	17,700	5,606,759
Break-up of the expenses (Gross) incurred to procure business										
Tied Agency	380,562	6,095	748,170	425	18,233	1,083,565	909,264	91,677	12,716	3,250,707
Corporate Agency	89,517	1,647	167,252	3,120	6,487	875,074	629,195	9,523	4,984	1,786,799
Brokers	21,568	52	41,397	60	738	220,583	178,486	3,203	-	466,087
Referral	2,760	151	5,822	-	309	56,953	34,147	3,024	-	103,166
Total Commission	494,407	7,945	962,641	3,605	25,767	2,236,175	1,751,092	107,427	17,700	5,606,759

* Commission includes referral payments

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

SCHEDULE - 2 (Continued)
COMMISSION EXPENSES

For the period January 1, 2012 to March 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	146,102	4,416	1,009,132	-	1,506	538,443	(4,421)	21,269	19,731	1,736,178
-- Renewal premiums	51,158	3,814	54,542	-	1,833	154,150	151,485	10,473	-	427,455
-- Single premiums	-	-	1,542	372	-	5,548	244	-	-	7,706
Total	197,260	8,230	1,065,216	372	3,339	698,141	147,308	31,742	19,731	2,171,339
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	197,260	8,230	1,065,216	372	3,339	698,141	147,308	31,742	19,731	2,171,339
Break-up of the expenses (Gross) incurred to procure business										
Tied Agency	147,748	3,150	399,361	106	2,416	260,856	82,392	28,710	-	924,739
Corporate Agency	43,507	5,075	520,577	258	752	198,738	52,406	2,534	19,731	843,578
Brokers	6,004	5	145,278	8	174	238,725	12,523	502	-	403,219
Referral	1	-	-	-	(3)	(178)	(13)	(4)	-	(197)
Total Commission	197,260	8,230	1,065,216	372	3,339	698,141	147,308	31,742	19,731	2,171,339

* Commission includes referral payments

For the period January 1, 2011 to March 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	146,173	122	613,916	-	3,126	237,279	27,592	28,414	17,484	1,074,106
-- Renewal premiums	27,907	3,893	4,928	3	1,188	180,646	184,599	13,554	-	416,718
-- Single premiums	-	-	409	3,140	-	167,286	91	-	-	170,926
Total	174,080	4,015	619,253	3,143	4,314	585,211	212,282	41,968	17,484	1,661,750
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	174,080	4,015	619,253	3,143	4,314	585,211	212,282	41,968	17,484	1,661,750
Break-up of the expenses (Gross) incurred to procure business										
Tied Agency	143,089	3,188	494,790	170	2,631	292,762	105,492	37,493	12,500	1,092,115
Corporate Agency	27,697	817	95,323	2,959	1,496	262,699	77,698	3,441	4,984	477,114
Brokers	2,794	7	28,991	14	170	25,460	28,552	952	-	86,940
Referral	500	3	149	-	17	4,290	540	82	-	5,581
Total Commission	174,080	4,015	619,253	3,143	4,314	585,211	212,282	41,968	17,484	1,661,750

* Commission includes referral payments