

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, 2014

(₹ '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	920,659	(4)	14,986	-	-	1,429,697	4,683	486	-	<b>2,370,507</b>
– Renewal premiums	251,311	1,541	579,555	-	3,374	446,858	56,588	14,593	-	<b>1,353,820</b>
– Single premiums	-	-	822	2,505	-	8,643	1,212	-	47	<b>13,229</b>
<b>Total</b>	<b>1,171,970</b>	<b>1,537</b>	<b>595,363</b>	<b>2,505</b>	<b>3,374</b>	<b>1,885,198</b>	<b>62,483</b>	<b>15,079</b>	<b>47</b>	<b>3,737,556</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>1,171,970</b>	<b>1,537</b>	<b>595,363</b>	<b>2,505</b>	<b>3,374</b>	<b>1,885,198</b>	<b>62,483</b>	<b>15,079</b>	<b>47</b>	<b>3,737,556</b>
<b>Break-up of the commission by distribution network</b>										
Individual agents	448,329	1,313	118,933	809	2,339	365,970	31,685	13,427	-	<b>982,805</b>
Corporate agents	589,976	213	395,718	1,669	926	1,486,220	25,497	966	-	<b>2,501,185</b>
Brokers	133,665	11	80,712	27	109	33,008	5,301	686	47	<b>253,566</b>
<b>Total Commission</b>	<b>1,171,970</b>	<b>1,537</b>	<b>595,363</b>	<b>2,505</b>	<b>3,374</b>	<b>1,885,198</b>	<b>62,483</b>	<b>15,079</b>	<b>47</b>	<b>3,737,556</b>

For the nine months ended December 31, 2013

(₹ '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	723,180	-	1,423,452	-	1,184	1,447,827	9,287	26,245	6	<b>3,631,181</b>
– Renewal premiums	140,283	2,109	412,688	-	3,250	299,621	84,100	14,867	-	<b>956,918</b>
– Single premiums	-	-	3,097	616	-	8,241	496	-	-	<b>12,450</b>
<b>Total</b>	<b>863,463</b>	<b>2,109</b>	<b>1,839,237</b>	<b>616</b>	<b>4,434</b>	<b>1,755,689</b>	<b>93,883</b>	<b>41,112</b>	<b>6</b>	<b>4,600,549</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>863,463</b>	<b>2,109</b>	<b>1,839,237</b>	<b>616</b>	<b>4,434</b>	<b>1,755,689</b>	<b>93,883</b>	<b>41,112</b>	<b>6</b>	<b>4,600,549</b>
<b>Break-up of the commission by distribution network</b>										
Individual agents	463,001	1,667	492,049	237	3,222	264,534	39,807	36,918	6	<b>1,301,441</b>
Corporate agents	335,015	431	1,061,877	366	1,011	1,469,849	40,864	1,864	-	<b>2,911,277</b>
Brokers	65,447	11	285,311	13	201	21,306	13,212	2,330	-	<b>387,831</b>
<b>Total Commission</b>	<b>863,463</b>	<b>2,109</b>	<b>1,839,237</b>	<b>616</b>	<b>4,434</b>	<b>1,755,689</b>	<b>93,883</b>	<b>41,112</b>	<b>6</b>	<b>4,600,549</b>

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, 2014

(₹ '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	299,460	(2)	22,170	-	(1)	619,126	1,453	(22)	-	<b>942,184</b>
– Renewal premiums	131,996	652	200,324	-	1,136	186,454	13,469	4,425	-	<b>538,456</b>
– Single premiums	-	-	266	805	-	3,585	121	-	11	<b>4,788</b>
<b>Total</b>	<b>431,456</b>	<b>650</b>	<b>222,760</b>	<b>805</b>	<b>1,135</b>	<b>809,165</b>	<b>15,043</b>	<b>4,403</b>	<b>11</b>	<b>1,485,428</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>431,456</b>	<b>650</b>	<b>222,760</b>	<b>805</b>	<b>1,135</b>	<b>809,165</b>	<b>15,043</b>	<b>4,403</b>	<b>11</b>	<b>1,485,428</b>
<b>Break-up of the commission by distribution network</b>										
Individual agents	169,592	558	56,178	151	765	169,761	8,422	3,980	-	<b>409,407</b>
Corporate agents	217,258	87	137,797	638	333	633,424	5,230	252	-	<b>995,019</b>
Brokers	44,606	5	28,785	16	37	5,980	1,391	171	11	<b>81,002</b>
<b>Total Commission</b>	<b>431,456</b>	<b>650</b>	<b>222,760</b>	<b>805</b>	<b>1,135</b>	<b>809,165</b>	<b>15,043</b>	<b>4,403</b>	<b>11</b>	<b>1,485,428</b>

For the quarter ended December 31, 2013

(₹ '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	463,066	-	52,458	-	214	552,442	2,845	6,170	-	<b>1,077,195</b>
– Renewal premiums	61,238	698	203,852	-	1,292	137,963	21,959	5,578	-	<b>432,580</b>
– Single premiums	-	-	426	366	-	2,965	135	-	-	<b>3,892</b>
<b>Total</b>	<b>524,304</b>	<b>698</b>	<b>256,736</b>	<b>366</b>	<b>1,506</b>	<b>693,370</b>	<b>24,939</b>	<b>11,748</b>	<b>-</b>	<b>1,513,667</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>524,304</b>	<b>698</b>	<b>256,736</b>	<b>366</b>	<b>1,506</b>	<b>693,370</b>	<b>24,939</b>	<b>11,748</b>	<b>-</b>	<b>1,513,667</b>
<b>Break-up of the commission by distribution network</b>										
Individual agents	230,124	606	83,605	160	1,083	112,198	13,183	10,866	-	<b>451,825</b>
Corporate agents	256,054	88	143,988	213	376	574,303	8,978	433	-	<b>984,433</b>
Brokers	38,126	4	29,143	(7)	47	6,869	2,778	449	-	<b>77,409</b>
<b>Total Commission</b>	<b>524,304</b>	<b>698</b>	<b>256,736</b>	<b>366</b>	<b>1,506</b>	<b>693,370</b>	<b>24,939</b>	<b>11,748</b>	<b>-</b>	<b>1,513,667</b>