

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Condensed financial statements

**SCHEDULE - 2**  
**COMMISSION EXPENSES**

For the half year ended September 30, 2018

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Non Par Variable	Non Par Variable Pension	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group Life	Linked Group Pension	Total
<b>Commission</b>													
Direct – First year premiums	564,076	-	395,786	-	-	-	10,820	3,875,764	729	(28)	-	-	4,847,147
– Renewal premiums	458,088	570	343,955	-	-	-	3,289	888,828	10,702	2,267	-	-	1,707,699
– Single premiums	-	-	172,912	-	-	6,929	-	11,520	305	-	58	-	191,724
<b>Total</b>	<b>1,022,164</b>	<b>570</b>	<b>912,653</b>	<b>-</b>	<b>-</b>	<b>6,929</b>	<b>14,109</b>	<b>4,776,112</b>	<b>11,736</b>	<b>2,239</b>	<b>58</b>	<b>-</b>	<b>6,746,570</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>1,022,164</b>	<b>570</b>	<b>912,653</b>	<b>-</b>	<b>-</b>	<b>6,929</b>	<b>14,109</b>	<b>4,776,112</b>	<b>11,736</b>	<b>2,239</b>	<b>58</b>	<b>-</b>	<b>6,746,570</b>
<b>Break-up of the commission by distribution network</b>													
Individual agents	446,065	457	255,736	-	-	832	6,651	698,841	8,229	1,995	16	-	1,418,822
Corporate agents	361,555	94	531,770	-	-	6,060	6,922	4,068,719	2,805	157	-	-	4,978,082
Brokers	212,814	19	101,505	-	-	37	436	7,799	702	87	42	-	323,441
Insurance Marketing Firm	1,730	-	728	-	-	-	5	753	-	-	-	-	3,216
Web Aggregators	-	-	22,914	-	-	-	95	-	-	-	-	-	23,009
<b>Total Commission</b>	<b>1,022,164</b>	<b>570</b>	<b>912,653</b>	<b>-</b>	<b>-</b>	<b>6,929</b>	<b>14,109</b>	<b>4,776,112</b>	<b>11,736</b>	<b>2,239</b>	<b>58</b>	<b>-</b>	<b>6,746,570</b>

For the half year ended September 30, 2017

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Non Par Variable	Non Par Variable Pension	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group Life	Linked Group Pension	Total
<b>Commission</b>													
Direct – First year premiums	930,424	-	264,423	-	-	-	13,775	3,027,299	3,310	(46)	-	-	4,239,185
– Renewal premiums	348,849	804	386,157	-	-	-	1,439	680,223	14,715	2,701	-	-	1,434,888
– Single premiums	-	-	102,574	-	-	990	3	16,226	314	-	-	-	120,107
<b>Total</b>	<b>1,279,273</b>	<b>804</b>	<b>753,154</b>	<b>-</b>	<b>-</b>	<b>990</b>	<b>15,217</b>	<b>3,723,748</b>	<b>18,339</b>	<b>2,655</b>	<b>-</b>	<b>-</b>	<b>5,794,180</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>1,279,273</b>	<b>804</b>	<b>753,154</b>	<b>-</b>	<b>-</b>	<b>990</b>	<b>15,217</b>	<b>3,723,748</b>	<b>18,339</b>	<b>2,655</b>	<b>-</b>	<b>-</b>	<b>5,794,180</b>
<b>Break-up of the commission by distribution network</b>													
Individual agents	424,515	678	240,243	-	-	865	8,458	652,855	10,685	2,348	-	-	1,340,647
Corporate agents	695,619	124	422,060	-	-	125	6,532	3,061,752	6,083	193	-	-	4,192,488
Brokers	158,614	2	90,565	-	-	-	186	9,113	1,571	114	-	-	260,165
Insurance Marketing Firm	525	-	256	-	-	-	41	28	-	-	-	-	850
Web Aggregators	-	-	30	-	-	-	-	-	-	-	-	-	30
<b>Total Commission</b>	<b>1,279,273</b>	<b>804</b>	<b>753,154</b>	<b>-</b>	<b>-</b>	<b>990</b>	<b>15,217</b>	<b>3,723,748</b>	<b>18,339</b>	<b>2,655</b>	<b>-</b>	<b>-</b>	<b>5,794,180</b>

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Condensed financial statements

**SCHEDULE - 2 (Continued)**  
**COMMISSION EXPENSES**

For the quarter ended September 30, 2018

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Non Par Variable	Non Par Variable Pension	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group Life	Linked Group Pension	Total
<b>Commission</b>													
Direct - First year premiums	281,277	(14)	228,481	-	-	-	5,204	2,335,670	410	(6)	-	-	2,851,022
- Renewal premiums	279,607	283	203,091	-	-	-	1,886	502,760	5,841	1,224	-	-	994,692
- Single premiums	-	-	97,012	-	-	1,784	-	6,310	45	-	50	-	105,201
<b>Total</b>	<b>560,884</b>	<b>269</b>	<b>528,584</b>	<b>-</b>	<b>-</b>	<b>1,784</b>	<b>7,090</b>	<b>2,844,740</b>	<b>6,296</b>	<b>1,218</b>	<b>50</b>	<b>-</b>	<b>3,950,915</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>560,884</b>	<b>269</b>	<b>528,584</b>	<b>-</b>	<b>-</b>	<b>1,784</b>	<b>7,090</b>	<b>2,844,740</b>	<b>6,296</b>	<b>1,218</b>	<b>50</b>	<b>-</b>	<b>3,950,915</b>
<b>Break-up of the commission by distribution network</b>													
Individual agents	257,989	224	137,061	-	-	298	3,509	400,489	4,240	1,086	8	-	804,904
Corporate agents	185,381	45	327,097	-	-	1,457	3,311	2,440,420	1,720	86	-	-	2,959,517
Brokers	117,380	-	51,164	-	-	29	221	3,831	336	46	42	-	173,049
Insurance Marketing Firm	134	-	292	-	-	-	1	-	-	-	-	-	427
Web Aggregators	-	-	12,970	-	-	-	48	-	-	-	-	-	13,018
<b>Total Commission</b>	<b>560,884</b>	<b>269</b>	<b>528,584</b>	<b>-</b>	<b>-</b>	<b>1,784</b>	<b>7,090</b>	<b>2,844,740</b>	<b>6,296</b>	<b>1,218</b>	<b>50</b>	<b>-</b>	<b>3,950,915</b>

For the quarter ended September 30, 2017

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Non Par Variable	Non Par Variable Pension	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group Life	Linked Group Pension	Total
<b>Commission</b>													
Direct - First year premiums	659,877	-	129,479	-	-	-	9,228	1,932,466	1,599	(13)	-	-	2,732,636
- Renewal premiums	194,907	300	224,144	-	-	-	746	393,879	7,655	1,353	-	-	822,984
- Single premiums	-	-	67,676	-	-	371	3	8,525	146	-	-	-	76,721
<b>Total</b>	<b>854,784</b>	<b>300</b>	<b>421,299</b>	<b>-</b>	<b>-</b>	<b>371</b>	<b>9,977</b>	<b>2,334,870</b>	<b>9,400</b>	<b>1,340</b>	<b>-</b>	<b>-</b>	<b>3,632,341</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>854,784</b>	<b>300</b>	<b>421,299</b>	<b>-</b>	<b>-</b>	<b>371</b>	<b>9,977</b>	<b>2,334,870</b>	<b>9,400</b>	<b>1,340</b>	<b>-</b>	<b>-</b>	<b>3,632,341</b>
<b>Break-up of the commission by distribution network</b>													
Individual agents	264,514	270	132,266	-	-	246	5,846	369,317	5,735	1,227	-	-	779,421
Corporate agents	499,225	28	244,120	-	-	125	3,961	1,961,879	2,936	61	-	-	2,712,335
Brokers	90,756	2	44,787	-	-	-	157	3,654	729	52	-	-	140,137
Insurance Marketing Firm	289	-	118	-	-	-	13	20	-	-	-	-	440
Web Aggregators	-	-	8	-	-	-	-	-	-	-	-	-	8
<b>Total Commission</b>	<b>854,784</b>	<b>300</b>	<b>421,299</b>	<b>-</b>	<b>-</b>	<b>371</b>	<b>9,977</b>	<b>2,334,870</b>	<b>9,400</b>	<b>1,340</b>	<b>-</b>	<b>-</b>	<b>3,632,341</b>