

ICICI Prudential Life Insurance Company Limited

Schedules forming part of financial statements

SCHEDULE - 2

COMMISSION EXPENSES

For the year ended March 31, 2015

(₹ '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	1,302,568	(10)	47,439	-	54	2,183,204	7,642	426	-	3,541,323
– Renewal premiums	385,131	2,968	803,975	-	4,508	681,947	76,024	18,752	-	1,973,305
– Single premiums	-	-	1,640	2,470	-	12,021	914	-	50	17,095
Total	1,687,699	2,958	853,054	2,470	4,562	2,877,172	84,580	19,178	50	5,531,723
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	1,687,699	2,958	853,054	2,470	4,562	2,877,172	84,580	19,178	50	5,531,723
Break-up of the commission by distribution network										
Individual agents	618,850	2,524	182,638	937	3,095	605,623	43,647	17,028	-	1,474,342
Corporate agents	863,027	419	549,229	1,506	1,309	2,233,203	32,370	1,283	-	3,682,346
Brokers	205,822	15	121,187	27	158	38,346	8,563	867	50	375,035
Total Commission	1,687,699	2,958	853,054	2,470	4,562	2,877,172	84,580	19,178	50	5,531,723

For the year ended March 31, 2014

(₹ '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	1,297,549	-	1,441,015	-	1,210	1,912,818	17,828	26,755	6	4,697,181
– Renewal premiums	222,500	3,376	686,875	-	4,794	501,356	119,300	23,444	-	1,561,645
– Single premiums	-	-	3,610	1,266	-	10,341	746	-	61	16,024
Total	1,520,049	3,376	2,131,500	1,266	6,004	2,424,515	137,874	50,199	67	6,274,850
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	1,520,049	3,376	2,131,500	1,266	6,004	2,424,515	137,874	50,199	67	6,274,850
Break-up of the commission by distribution network										
Individual agents	741,134	2,836	590,416	897	4,301	443,108	63,925	45,140	6	1,891,763
Corporate agents	626,854	526	1,221,035	350	1,450	1,950,262	54,421	2,346	-	3,857,244
Brokers	152,061	14	320,049	19	253	31,145	19,528	2,713	61	525,843
Total Commission	1,520,049	3,376	2,131,500	1,266	6,004	2,424,515	137,874	50,199	67	6,274,850

Note: Refer Schedule 16 Note 2.4 for accounting policy on Acquisition cost.

ICICI Prudential Life Insurance Company Limited

Schedules forming part of financial statements

SCHEDULE – 2 (Continued)
COMMISSION EXPENSES

For the quarter ended March 31, 2015

(₹ '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	381,909	(6)	32,453	-	54	753,507	2,959	(60)	-	1,170,816
– Renewal premiums	133,820	1,427	224,420	-	1,134	235,089	19,436	4,159	-	619,485
– Single premiums	-	-	818	(35)	-	3,378	(298)	-	3	3,866
Total	515,729	1,421	257,691	(35)	1,188	991,974	22,097	4,099	3	1,794,167
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	515,729	1,421	257,691	(35)	1,188	991,974	22,097	4,099	3	1,794,167
Break-up of the commission by distribution network										
Individual agents	170,521	1,211	63,705	128	756	239,653	11,962	3,601	-	491,537
Corporate agents	273,051	206	153,511	(163)	383	746,983	6,873	317	-	1,181,161
Brokers	72,157	4	40,475	-	49	5,338	3,262	181	3	121,469
Referral	-	-	-	-	-	-	-	-	-	-
Total Commission	515,729	1,421	257,691	(35)	1,188	991,974	22,097	4,099	3	1,794,167

For the quarter ended March 31, 2014

(₹ '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	574,369	-	17,563	-	26	464,991	8,541	510	-	1,066,000
– Renewal premiums	82,217	1,267	274,187	-	1,544	201,735	35,200	8,577	-	604,727
– Single premiums	-	-	513	650	-	2,100	250	-	61	3,574
Total	656,586	1,267	292,263	650	1,570	668,826	43,991	9,087	61	1,674,301
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	656,586	1,267	292,263	650	1,570	668,826	43,991	9,087	61	1,674,301
Break-up of the commission by distribution network										
Individual agents	278,133	1,169	98,367	660	1,079	178,574	24,118	8,222	-	590,322
Corporate agents	291,839	95	159,158	(16)	439	480,413	13,557	482	-	945,967
Brokers	86,614	3	34,738	6	52	9,839	6,316	383	61	138,012
Referral	-	-	-	-	-	-	-	-	-	-
Total Commission	656,586	1,267	292,263	650	1,570	668,826	43,991	9,087	61	1,674,301