

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, 2015

(₹ '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	791,699	(7)	78,067	-	69	1,568,387	3,542	(110)	-	<b>2,441,647</b>
– Renewal premiums	339,164	1,540	542,799	-	2,745	634,475	30,223	7,059	-	<b>1,558,005</b>
– Single premiums	-	-	13,161	1,229	-	13,639	926	-	201	<b>29,156</b>
<b>Total</b>	<b>1,130,863</b>	<b>1,533</b>	<b>634,027</b>	<b>1,229</b>	<b>2,814</b>	<b>2,216,501</b>	<b>34,691</b>	<b>6,949</b>	<b>201</b>	<b>4,028,808</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>1,130,863</b>	<b>1,533</b>	<b>634,027</b>	<b>1,229</b>	<b>2,814</b>	<b>2,216,501</b>	<b>34,691</b>	<b>6,949</b>	<b>201</b>	<b>4,028,808</b>
<b>Break-up of the commission by distribution network</b>										
Individual agents	417,331	979	123,516	415	1,902	393,165	18,726	6,181	201	962,416
Corporate agents	573,088	554	425,374	638	817	1,806,088	12,568	475	-	2,819,602
Brokers	140,444	-	85,137	176	95	17,248	3,397	293	-	246,790
<b>Total Commission</b>	<b>1,130,863</b>	<b>1,533</b>	<b>634,027</b>	<b>1,229</b>	<b>2,814</b>	<b>2,216,501</b>	<b>34,691</b>	<b>6,949</b>	<b>201</b>	<b>4,028,808</b>

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>

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, 2015

(₹ '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	309,916	-	24,596	-	(1)	553,997	1,655	(46)	-	<b>890,117</b>
– Renewal premiums	144,248	741	178,832	-	863	245,597	7,508	1,963	-	<b>579,752</b>
– Single premiums	-	-	11,395	250	-	5,156	149	-	201	<b>17,151</b>
<b>Total</b>	<b>454,164</b>	<b>741</b>	<b>214,823</b>	<b>250</b>	<b>862</b>	<b>804,750</b>	<b>9,312</b>	<b>1,917</b>	<b>201</b>	<b>1,487,020</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>454,164</b>	<b>741</b>	<b>214,823</b>	<b>250</b>	<b>862</b>	<b>804,750</b>	<b>9,312</b>	<b>1,917</b>	<b>201</b>	<b>1,487,020</b>
<b>Break-up of the commission by distribution network</b>										
Individual agents	179,298	309	39,116	174	522	143,095	5,045	1,693	201	<b>369,453</b>
Corporate agents	221,168	432	146,969	80	300	655,857	3,402	131	-	<b>1,028,339</b>
Brokers	53,698	-	28,738	(4)	40	5,798	865	93	-	<b>89,228</b>
<b>Total Commission</b>	<b>454,164</b>	<b>741</b>	<b>214,823</b>	<b>250</b>	<b>862</b>	<b>804,750</b>	<b>9,312</b>	<b>1,917</b>	<b>201</b>	<b>1,487,020</b>

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>