

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, 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>

For the nine months ended December 31, 2012

(₹ '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	326,916	66	2,867,154	-	2,068	925,403	(9,288)	43,437	-	<b>4,155,756</b>
– Renewal premiums	133,240	3,055	200,372	-	4,520	301,088	263,787	17,417	-	<b>923,479</b>
– Single premiums	-	-	1,545	979	-	4,342	(544)	-	-	<b>6,322</b>
<b>Total</b>	<b>460,156</b>	<b>3,121</b>	<b>3,069,071</b>	<b>979</b>	<b>6,588</b>	<b>1,230,833</b>	<b>253,955</b>	<b>60,854</b>	<b>-</b>	<b>5,085,557</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>460,156</b>	<b>3,121</b>	<b>3,069,071</b>	<b>979</b>	<b>6,588</b>	<b>1,230,833</b>	<b>253,955</b>	<b>60,854</b>	<b>-</b>	<b>5,085,557</b>
<b>Break-up of the commission by distribution network</b>										
Individual agents	343,225	2,442	901,956	391	4,958	344,765	126,478	53,467	-	<b>1,777,682</b>
Corporate agents	88,499	667	1,724,501	568	1,339	855,732	103,898	4,103	-	<b>2,779,307</b>
Brokers	28,432	12	442,614	20	291	30,336	23,579	3,284	-	<b>528,568</b>
<b>Total Commission</b>	<b>460,156</b>	<b>3,121</b>	<b>3,069,071</b>	<b>979</b>	<b>6,588</b>	<b>1,230,833</b>	<b>253,955</b>	<b>60,854</b>	<b>-</b>	<b>5,085,557</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, 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>

For the quarter ended December 31, 2012

(₹ '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	120,822	6	1,164,376	-	682	364,413	(2,033)	14,397	-	<b>1,662,663</b>
– Renewal premiums	57,069	1,153	103,684	-	1,606	121,589	64,485	5,473	-	<b>355,059</b>
– Single premiums	-	-	647	330	-	1,096	(760)	-	-	<b>1,313</b>
<b>Total</b>	<b>177,891</b>	<b>1,159</b>	<b>1,268,707</b>	<b>330</b>	<b>2,288</b>	<b>487,098</b>	<b>61,692</b>	<b>19,870</b>	<b>-</b>	<b>2,019,035</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>177,891</b>	<b>1,159</b>	<b>1,268,707</b>	<b>330</b>	<b>2,288</b>	<b>487,098</b>	<b>61,692</b>	<b>19,870</b>	<b>-</b>	<b>2,019,035</b>
<b>Break-up of the commission by distribution network</b>										
Individual agents	130,604	951	370,307	194	1,773	148,478	33,576	17,551	-	<b>703,434</b>
Corporate agents	33,862	202	700,238	119	445	330,265	22,704	1,097	-	<b>1,088,932</b>
Brokers	13,425	6	198,162	17	70	8,355	5,412	1,222	-	<b>226,669</b>
<b>Total Commission</b>	<b>177,891</b>	<b>1,159</b>	<b>1,268,707</b>	<b>330</b>	<b>2,288</b>	<b>487,098</b>	<b>61,692</b>	<b>19,870</b>	<b>-</b>	<b>2,019,035</b>