

ICICI Prudential Life Insurance Company Limited

Schedules forming part of financial statements

SCHEDULE - 2
COMMISSION EXPENSES

For the year ended March 31, 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	Total
Commission												
Direct – First year premiums	1,174,597	-	545,455	-	-	-	(8)	2,875,099	5,861	(124)	-	4,600,880
– Renewal premiums	735,707	1,663	800,389	-	-	-	3,407	1,316,590	38,236	7,238	-	2,903,230
– Single premiums	-	-	58,532	25	-	1,633	-	24,106	754	-	-	85,050
Total	1,910,304	1,663	1,404,376	25	-	1,633	3,399	4,215,795	44,851	7,114	-	7,589,160
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	1,910,304	1,663	1,404,376	25	-	1,633	3,399	4,215,795	44,851	7,114	-	7,589,160
Break-up of the commission by distribution network												
Individual agents	726,303	1,158	478,050	-	-	961	2,249	859,982	26,181	6,231	-	2,101,115
Corporate agents	889,392	492	760,007	-	-	666	1,024	3,335,824	13,792	566	-	5,001,763
Brokers	293,745	13	166,103	25	-	6	126	19,950	4,878	317	-	485,163
Referral	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	863	-	151	-	-	-	-	39	-	-	-	1,053
Web Aggregators	1	-	64	-	-	-	-	-	-	-	-	65
Total Commission	1,910,304	1,663	1,404,376	25	-	1,633	3,399	4,215,795	44,851	7,114	-	7,589,159

For the year ended March 31, 2016

(₹ '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	Total
Commission												
Direct – First year premiums	1,273,258	-	179,360	-	-	-	69	2,286,143	5,416	(127)	-	3,744,119
– Renewal premiums	538,293	3,078	790,457	-	-	-	3,846	1,010,391	46,173	10,032	-	2,402,270
– Single premiums	-	-	29,843	-	-	1,593	-	20,290	1,152	-	501	53,379
Total	1,811,551	3,078	999,660	-	-	1,593	3,915	3,316,824	52,741	9,905	501	6,199,768
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	1,811,551	3,078	999,660	-	-	1,593	3,915	3,316,824	52,741	9,905	501	6,199,768
Break-up of the commission by distribution network												
Individual agents	658,977	2,326	263,300	-	-	673	2,620	664,251	28,888	8,803	301	1,630,139
Corporate agents	925,615	748	606,566	-	-	744	1,160	2,627,981	18,074	708	-	4,181,596
Brokers	226,959	4	129,794	-	-	176	135	24,592	5,779	394	200	388,033
Referral	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	-	-	-	-	-	-	-	-	-	-	-	-
Web Aggregators	-	-	-	-	-	-	-	-	-	-	-	-
Total Commission	1,811,551	3,078	999,660	-	-	1,593	3,915	3,316,824	52,741	9,905	501	6,199,768

ICICI Prudential Life Insurance Company Limited

Schedules forming part of financial statements

SCHEDULE - 2 (Continued)
COMMISSION EXPENSES

For the quarter ended March 31, 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	Total
Commission												
Direct – First year premiums	347,407	397	174,633	-	-	-	(3)	953,041	1,720	(36)	-	1,477,159
– Renewal premiums	266,143	299	244,249	-	-	-	974	477,391	14,052	2,568	-	1,005,676
– Single premiums	-	-	15,843	-	-	264	-	8,324	135	-	-	24,566
Total	613,550	696	434,725	-	-	264	971	1,438,756	15,907	2,532	-	2,507,401
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	613,550	696	434,725	-	-	264	971	1,438,756	15,907	2,532	-	2,507,401
Break-up of the commission by distribution network												
Individual agents	225,513	441	163,428	-	-	264	642	327,480	9,387	2,226	-	729,381
Corporate agents	291,955	252	218,488	-	-	-	292	1,103,219	4,348	206	-	1,618,760
Brokers	95,858	3	52,670	-	-	-	37	8,018	2,172	100	-	158,858
Referral	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	223	-	94	-	-	-	-	39	-	-	-	356
Web Aggregators	1	-	44	-	-	-	-	-	-	-	-	45
Total Commission	613,550	696	434,724	-	-	264	971	1,438,756	15,907	2,532	-	2,507,400

For the quarter ended March 31, 2016

(₹ '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	Total
Commission												
Direct – First year premiums	481,559	7	101,293	-	-	-	-	717,756	1,874	(17)	-	1,302,472
– Renewal premiums	199,129	1,538	247,658	-	-	-	1,101	375,916	15,950	2,973	-	844,265
– Single premiums	-	-	16,682	-	-	364	-	6,651	226	-	300	24,223
Total	680,688	1,545	365,633	-	-	364	1,101	1,100,323	18,050	2,956	300	2,170,960
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	680,688	1,545	365,633	-	-	364	1,101	1,100,323	18,050	2,956	300	2,170,960
Break-up of the commission by distribution network												
Individual agents	241,646	1,347	139,784	-	-	258	718	271,086	10,162	2,622	100	667,723
Corporate agents	352,527	194	181,192	-	-	106	343	821,893	5,506	233	-	1,361,994
Brokers	86,515	4	44,657	-	-	-	40	7,344	2,382	101	200	141,243
Referral	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	-	-	-	-	-	-	-	-	-	-	-	-
Web Aggregators license	-	-	-	-	-	-	-	-	-	-	-	-
Total Commission	680,688	1,545	365,633	-	-	364	1,101	1,100,323	18,050	2,956	300	2,170,960

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