

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Consolidated Condensed financial statements

SCHEDULE - 2  
COMMISSION EXPENSES

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>

For the half year ended September 30, 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	
<b>Commission</b>													
Direct – First year premiums	570,228	(1)	249,885	-	-	-	(5)	1,079,404	1,866	(65)	-	1,901,312	
– Renewal premiums	254,438	794	356,124	-	-	-	1,601	512,502	16,562	3,181	-	1,145,202	
– Single premiums	-	-	28,793	-	-	1,089	-	9,547	484	-	-	39,913	
<b>Total</b>	<b>824,666</b>	<b>793</b>	<b>634,802</b>	<b>-</b>	<b>-</b>	<b>1,089</b>	<b>1,596</b>	<b>1,601,453</b>	<b>18,912</b>	<b>3,116</b>	<b>-</b>	<b>3,086,427</b>	
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Net Commission</b>	<b>824,666</b>	<b>793</b>	<b>634,802</b>	<b>-</b>	<b>-</b>	<b>1,089</b>	<b>1,596</b>	<b>1,601,453</b>	<b>18,912</b>	<b>3,116</b>	<b>-</b>	<b>3,086,427</b>	
<b>Break-up of the commission by distribution network</b>													
Individual agents	293,604	642	200,583	-	-	460	1,075	307,264	10,433	2,700	-	-	816,761
Corporate agents	406,903	143	361,121	-	-	623	462	1,286,394	6,536	257	-	-	2,062,439
Brokers	124,012	8	73,086	-	-	6	59	7,795	1,943	159	-	-	207,068
Insurance Marketing Firm	147	-	-	-	-	-	-	-	-	-	-	-	147
Web Aggregators	-	-	12	-	-	-	-	-	-	-	-	-	12
<b>Total Commission</b>	<b>824,666</b>	<b>793</b>	<b>634,802</b>	<b>-</b>	<b>-</b>	<b>1,089</b>	<b>1,596</b>	<b>1,601,453</b>	<b>18,912</b>	<b>3,116</b>	<b>-</b>	<b>3,086,427</b>	

As required by IRDAI circular IRDA/F&I/REG/CIR/208/10/2016 dated October 25, 2016, Linked Group segment has been bifurcated into Linked Group Life and Linked Group Pension from FY2017-18 onwards.

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Consolidated Condensed financial statements

SCHEDULE - 2 (Continued)  
COMMISSION EXPENSES

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	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>

For the quarter ended September 30, 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
<b>Commission</b>												
Direct – First year premiums	290,283	(1)	113,418	-	-	-	-	694,132	1,310	(14)	-	1,099,128
– Renewal premiums	158,327	358	226,105	-	-	-	877	312,705	9,184	1,732	-	709,288
– Single premiums	-	-	14,900	-	-	618	-	4,895	305	-	-	20,718
<b>Total</b>	<b>448,610</b>	<b>357</b>	<b>354,423</b>	<b>-</b>	<b>-</b>	<b>618</b>	<b>877</b>	<b>1,011,732</b>	<b>10,799</b>	<b>1,718</b>	<b>-</b>	<b>1,829,134</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>448,610</b>	<b>357</b>	<b>354,423</b>	<b>-</b>	<b>-</b>	<b>618</b>	<b>877</b>	<b>1,011,732</b>	<b>10,799</b>	<b>1,718</b>	<b>-</b>	<b>1,829,134</b>
<b>Break-up of the commission by distribution network</b>												
Individual agents	184,450	289	102,323	-	-	263	595	194,129	6,020	1,497	-	489,566
Corporate agents	190,831	63	210,871	-	-	355	251	813,191	3,900	140	-	1,219,602
Brokers	73,182	5	41,217	-	-	-	31	4,412	879	81	-	119,807
Insurance Marketing Firm	147	-	-	-	-	-	-	-	-	-	-	147
Web Aggregators license	-	-	12	-	-	-	-	-	-	-	-	12
<b>Total Commission</b>	<b>448,610</b>	<b>357</b>	<b>354,423</b>	<b>-</b>	<b>-</b>	<b>618</b>	<b>877</b>	<b>1,011,732</b>	<b>10,799</b>	<b>1,718</b>	<b>-</b>	<b>1,829,134</b>

As required by IRDAI circular IRDA/F&I/REG/CIR/208/10/2016 dated October 25, 2016, Linked Group segment has been bifurcated into Linked Group Life and Linked Group Pension from FY2017-18 onwards.