

ICICI Prudential Life Insurance Company Limited

Schedules forming part of financial statements

SCHEDULE - 2  
COMMISSION EXPENSES

For the year ended March 31, 2019

(₹ '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	1,343,864	-	1,188,814	-	-	-	19,827	8,643,556	1,915	(79)	-	-	11,197,897
– Renewal premiums	1,067,302	2,101	664,555	-	-	-	7,021	2,078,411	20,473	4,730	-	-	3,844,593
– Single premiums	-	-	397,858	5	-	44,469	2	27,137	753	-	176	-	470,400
<b>Total</b>	<b>2,411,166</b>	<b>2,101</b>	<b>2,251,227</b>	<b>5</b>	<b>-</b>	<b>44,469</b>	<b>26,850</b>	<b>10,749,104</b>	<b>23,141</b>	<b>4,651</b>	<b>176</b>	<b>-</b>	<b>15,512,890</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>2,411,166</b>	<b>2,101</b>	<b>2,251,227</b>	<b>5</b>	<b>-</b>	<b>44,469</b>	<b>26,850</b>	<b>10,749,104</b>	<b>23,141</b>	<b>4,651</b>	<b>176</b>	<b>-</b>	<b>15,512,890</b>
<b>Break-up of the commission by distribution network</b>													
Individual agents	1,146,381	1,766	612,623	-	-	4,096	12,571	1,567,761	16,379	4,178	24	-	3,365,779
Corporate agents	790,039	330	1,266,278	-	-	40,350	13,020	9,162,740	5,617	305	-	-	11,278,679
Brokers	469,449	5	284,346	5	-	23	1,037	17,672	1,145	168	152	-	774,002
Insurance Marketing Firm	5,297	-	2,499	-	-	-	46	931	-	-	-	-	8,773
Web Aggregators	-	-	85,481	-	-	-	176	-	-	-	-	-	85,657
<b>Total Commission</b>	<b>2,411,166</b>	<b>2,101</b>	<b>2,251,227</b>	<b>5</b>	<b>-</b>	<b>44,469</b>	<b>26,850</b>	<b>10,749,104</b>	<b>23,141</b>	<b>4,651</b>	<b>176</b>	<b>-</b>	<b>15,512,890</b>

For the year ended March 31, 2018

(₹ '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	1,751,822	-	691,912	-	-	-	32,086	7,763,126	5,868	(95)	-	-	10,244,719
– Renewal premiums	898,196	2,492	793,280	-	-	-	2,863	1,707,876	29,870	5,997	-	-	3,440,574
– Single premiums	-	-	295,451	-	-	11,825	5	39,441	721	-	-	-	347,443
<b>Total</b>	<b>2,650,018</b>	<b>2,492</b>	<b>1,780,643</b>	<b>-</b>	<b>-</b>	<b>11,825</b>	<b>34,954</b>	<b>9,510,443</b>	<b>36,459</b>	<b>5,902</b>	<b>-</b>	<b>-</b>	<b>14,032,736</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>2,650,018</b>	<b>2,492</b>	<b>1,780,643</b>	<b>-</b>	<b>-</b>	<b>11,825</b>	<b>34,954</b>	<b>9,510,443</b>	<b>36,459</b>	<b>5,902</b>	<b>-</b>	<b>-</b>	<b>14,032,736</b>
<b>Break-up of the commission by distribution network</b>													
Individual agents	971,591	2,261	569,990	-	-	2,528	19,021	1,599,776	24,252	5,762	-	-	3,195,181
Corporate agents	1,285,212	231	990,401	-	-	9,293	15,082	7,905,293	9,175	(46)	-	-	10,214,641
Brokers	391,318	-	210,788	-	-	-	707	5,191	3,032	186	-	-	611,222
Insurance Marketing Firm	1,897	-	609	-	-	4	41	183	-	-	-	-	2,734
Web Aggregators	-	-	8,855	-	-	-	103	-	-	-	-	-	8,958
<b>Total Commission</b>	<b>2,650,018</b>	<b>2,492</b>	<b>1,780,643</b>	<b>-</b>	<b>-</b>	<b>11,825</b>	<b>34,954</b>	<b>9,510,443</b>	<b>36,459</b>	<b>5,902</b>	<b>-</b>	<b>-</b>	<b>14,032,736</b>

Note: Refer note 2.4 of schedule 16 for accounting policy on Acquisition cost.

ICICI Prudential Life Insurance Company Limited

Schedules forming part of financial statements

SCHEDULE - 2  
COMMISSION EXPENSES

For the quarter ended March 31, 2019

(₹ '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	447,973	-	492,719	-	-	-	4,827	2,729,305	536	(27)	-	-	3,675,333
– Renewal premiums	358,136	1,110	180,601	-	-	-	2,195	694,527	5,653	1,461	-	-	1,243,683
– Single premiums	-	-	138,447	5	-	28,902	2	8,271	137	-	70	-	175,834
<b>Total</b>	<b>806,109</b>	<b>1,110</b>	<b>811,767</b>	<b>5</b>	<b>-</b>	<b>28,902</b>	<b>7,024</b>	<b>3,432,103</b>	<b>6,326</b>	<b>1,434</b>	<b>70</b>	<b>-</b>	<b>5,094,850</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>806,109</b>	<b>1,110</b>	<b>811,767</b>	<b>5</b>	<b>-</b>	<b>28,902</b>	<b>7,024</b>	<b>3,432,103</b>	<b>6,326</b>	<b>1,434</b>	<b>70</b>	<b>-</b>	<b>5,094,850</b>
<b>Break-up of the commission by distribution network</b>													
Individual agents	393,070	941	218,749	-	-	2,525	3,360	548,981	4,616	1,298	-	-	1,173,540
Corporate agents	266,351	167	431,942	-	-	26,377	3,249	2,877,361	1,465	88	-	-	3,607,000
Brokers	143,560	2	120,020	5	-	-	349	5,563	245	48	70	-	269,862
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	3,128	-	1,039	-	-	-	27	198	-	-	-	-	4,392
Web Aggregators	40,017	-	40,017	-	-	-	39	-	-	-	-	-	40,056
<b>Total Commission</b>	<b>806,109</b>	<b>1,110</b>	<b>811,767</b>	<b>5</b>	<b>-</b>	<b>28,902</b>	<b>7,024</b>	<b>3,432,103</b>	<b>6,326</b>	<b>1,434</b>	<b>70</b>	<b>-</b>	<b>5,094,850</b>

For the quarter ended March 31, 2018

(₹ '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	399,494	14	264,744	-	-	-	10,827	2,501,826	1,181	(20)	-	-	3,178,066
– Renewal premiums	320,663	1,229	230,301	-	-	-	768	596,506	9,058	2,108	-	-	1,160,633
– Single premiums	-	-	106,731	-	-	10,027	1	10,227	207	-	(16)	-	127,177
<b>Total</b>	<b>720,157</b>	<b>1,243</b>	<b>601,776</b>	<b>-</b>	<b>-</b>	<b>10,027</b>	<b>11,596</b>	<b>3,108,559</b>	<b>10,446</b>	<b>2,088</b>	<b>(16)</b>	<b>-</b>	<b>4,465,876</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>720,157</b>	<b>1,243</b>	<b>601,776</b>	<b>-</b>	<b>-</b>	<b>10,027</b>	<b>11,596</b>	<b>3,108,559</b>	<b>10,446</b>	<b>2,088</b>	<b>(16)</b>	<b>-</b>	<b>4,465,876</b>
<b>Break-up of the commission by distribution network</b>													
Individual agents	282,922	1,150	202,365	-	-	755	6,134	536,054	7,814	2,103	-	-	1,039,297
Corporate agents	301,512	88	322,373	-	-	9,268	5,105	2,571,139	1,735	(63)	-	-	3,211,157
Brokers	135,365	5	69,228	-	-	-	284	1,257	897	48	-	-	207,084
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	358	-	233	-	-	4	-	109	-	-	-	-	704
Web Aggregators	-	-	7,577	-	-	-	73	-	-	-	-	-	7,650
<b>Total Commission</b>	<b>720,157</b>	<b>1,243</b>	<b>601,776</b>	<b>-</b>	<b>-</b>	<b>10,027</b>	<b>11,596</b>	<b>3,108,559</b>	<b>10,446</b>	<b>2,088</b>	<b>-</b>	<b>-</b>	<b>4,465,892</b>