

ICICI Prudential Life Insurance Company Limited

Schedules forming part of consolidated condensed financial statements

**SCHEDULE - 2  
COMMISSION EXPENSES**

For the quarter ended June 30, 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	274,841	-	429,966	-	-	-	4,101	1,073,174	200	-	-	-	1,782,282
– Renewal premiums	201,645	244	107,862	-	-	-	1,584	421,555	3,070	752	-	-	736,712
– Single premiums	-	-	107,924	-	-	16,666	-	4,652	73	-	73	-	129,389
<b>Total</b>	<b>476,486</b>	<b>244</b>	<b>645,752</b>	<b>-</b>	<b>-</b>	<b>16,666</b>	<b>5,686</b>	<b>1,499,381</b>	<b>3,343</b>	<b>752</b>	<b>73</b>	<b>-</b>	<b>2,648,383</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>476,486</b>	<b>244</b>	<b>645,752</b>	<b>-</b>	<b>-</b>	<b>16,666</b>	<b>5,686</b>	<b>1,499,381</b>	<b>3,343</b>	<b>752</b>	<b>73</b>	<b>-</b>	<b>2,648,383</b>
<b>Break-up of the commission by distribution network</b>													
Individual agents	242,005	197	172,987	-	-	3,910	2,301	265,692	2,214	674	-	-	689,980
Corporate agents	133,521	47	339,350	-	-	12,393	3,142	1,230,234	967	48	-	-	1,719,702
Brokers	99,285	-	87,172	-	-	29	171	3,184	162	30	73	-	190,106
Insurance Marketing Firm	1,675	-	975	-	-	334	28	259	-	-	-	-	3,271
Web Aggregators	-	-	45,268	-	-	-	44	12	-	-	-	-	45,324
<b>Total Commission</b>	<b>476,486</b>	<b>244</b>	<b>645,752</b>	<b>-</b>	<b>-</b>	<b>16,666</b>	<b>5,686</b>	<b>1,499,381</b>	<b>3,343</b>	<b>752</b>	<b>73</b>	<b>-</b>	<b>2,648,383</b>

For the quarter ended June 30, 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	282,799	14	167,305	-	-	-	5,616	1,540,094	319	(22)	-	-	1,996,125
– Renewal premiums	178,481	287	140,864	-	-	-	1,403	386,068	4,861	1,043	-	-	713,007
– Single premiums	-	-	75,900	-	-	5,145	-	5,210	260	-	8	-	86,523
<b>Total</b>	<b>461,280</b>	<b>301</b>	<b>384,069</b>	<b>-</b>	<b>-</b>	<b>5,145</b>	<b>7,019</b>	<b>1,931,372</b>	<b>5,440</b>	<b>1,021</b>	<b>8</b>	<b>-</b>	<b>2,795,655</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>461,280</b>	<b>301</b>	<b>384,069</b>	<b>-</b>	<b>-</b>	<b>5,145</b>	<b>7,019</b>	<b>1,931,372</b>	<b>5,440</b>	<b>1,021</b>	<b>8</b>	<b>-</b>	<b>2,795,655</b>
<b>Break-up of the commission by distribution network</b>													
Individual agents	188,076	233	118,675	-	-	534	3,142	298,352	3,989	909	8	-	613,918
Corporate agents	176,174	49	204,673	-	-	4,603	3,611	1,628,299	1,085	71	-	-	2,018,565
Brokers	95,434	19	50,341	-	-	8	215	3,968	366	41	-	-	150,392
Insurance Marketing Firm	1,596	-	436	-	-	-	4	753	-	-	-	-	2,789
Web Aggregators	-	-	9,944	-	-	-	47	-	-	-	-	-	9,991
<b>Total Commission</b>	<b>461,280</b>	<b>301</b>	<b>384,069</b>	<b>-</b>	<b>-</b>	<b>5,145</b>	<b>7,019</b>	<b>1,931,372</b>	<b>5,440</b>	<b>1,021</b>	<b>8</b>	<b>-</b>	<b>2,795,656</b>