

ICICI Prudential Life Insurance Company Limited

Schedules forming part of 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
Commission										
Direct – First year premiums	723,180	-	1,423,452	-	1,184	1,447,827	9,287	26,245	-	3,631,181
– Renewal premiums	140,283	2,109	412,688	-	3,250	299,621	84,100	14,867	-	956,918
– Single premiums	-	-	3,097	616	-	8,241	496	-	-	12,450
Total	863,463	2,109	1,839,237	616	4,434	1,755,689	93,883	41,112	6	4,600,549
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	863,463	2,109	1,839,237	616	4,434	1,755,689	93,883	41,112	6	4,600,549
Break-up of the commission by distribution network										
Individual agents	463,001	1,667	492,049	237	3,222	264,534	39,807	36,918	6	1,301,441
Corporate agents	335,015	431	1,061,877	366	1,011	1,469,849	40,864	1,864	-	2,911,277
Brokers	65,447	11	285,311	13	201	21,306	13,212	2,330	-	387,831
Total Commission	863,463	2,109	1,839,237	616	4,434	1,755,689	93,883	41,112	6	4,600,549

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

ICICI Prudential Life Insurance Company Limited

Schedules forming part of 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
Commission										
Direct – First year premiums	463,066	-	52,458	-	214	552,442	2,845	6,170	-	1,077,195
– Renewal premiums	61,238	698	203,852	-	1,292	137,963	21,959	5,578	-	432,580
– Single premiums	-	-	426	366	-	2,965	135	-	-	3,892
Total	524,304	698	256,736	366	1,506	693,370	24,939	11,748	-	1,513,667
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	524,304	698	256,736	366	1,506	693,370	24,939	11,748	-	1,513,667
Break-up of the commission by distribution network										
Individual agents	230,124	606	83,605	160	1,083	112,198	13,183	10,866	-	451,825
Corporate agents	256,054	88	143,988	213	376	574,303	8,978	433	-	984,433
Brokers	38,126	4	29,143	(7)	47	6,869	2,778	449	-	77,409
Total Commission	524,304	698	256,736	366	1,506	693,370	24,939	11,748	-	1,513,667

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