

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Condensed financial statements

SCHEDULE - 2

COMMISSION EXPENSES

For the quarter ended June 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
Commission													
Direct – First year premiums	270,547	-	134,944	-	-	-	4,547	1,094,833	1,711	(33)	-	-	1,506,549
– Renewal premiums	153,942	504	162,013	-	-	-	693	286,344	7,060	1,348	-	-	611,904
– Single premiums	-	-	34,898	-	-	619	-	7,701	168	-	-	-	43,386
Total	424,489	504	331,855	-	-	619	5,240	1,388,878	8,939	1,315	-	-	2,161,839
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	424,489	504	331,855	-	-	619	5,240	1,388,878	8,939	1,315	-	-	2,161,839
Break-up of the commission by distribution network													
Individual agents	160,001	408	107,977	-	-	619	2,612	283,538	4,950	1,121	-	-	561,226
Corporate agents	196,394	96	177,940	-	-	-	2,571	1,099,873	3,147	132	-	-	1,480,153
Brokers	67,858	-	45,778	-	-	-	29	5,459	842	62	-	-	120,028
Insurance Marketing Firm	236	-	138	-	-	-	28	8	-	-	-	-	410
Web Aggregators	-	-	22	-	-	-	-	-	-	-	-	-	22
Total Commission	424,489	504	331,855	-	-	619	5,240	1,388,878	8,939	1,315	-	-	2,161,839

For the quarter ended June 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
Commission												
Direct – First year premiums	279,945	-	136,467	-	-	-	(5)	385,272	556	(51)	-	802,184
– Renewal premiums	96,111	436	130,019	-	-	-	724	199,797	7,378	1,449	-	435,914
– Single premiums	-	-	13,893	-	-	471	-	4,652	179	-	-	19,195
Total	376,056	436	280,379	-	-	471	719	589,721	8,113	1,398	-	1,257,293
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	376,056	436	280,379	-	-	471	719	589,721	8,113	1,398	-	1,257,293
Break-up of the commission by distribution network												
Individual agents	109,154	353	98,260	-	-	197	480	113,135	4,414	1,203	-	327,196
Corporate agents	216,072	80	150,250	-	-	268	211	473,203	2,636	117	-	842,837
Brokers	50,830	3	31,869	-	-	6	28	3,383	1,063	78	-	87,260
Insurance Marketing Firm	-	-	-	-	-	-	-	-	-	-	-	-
Web Aggregators	-	-	-	-	-	-	-	-	-	-	-	-
Total Commission	376,056	436	280,379	-	-	471	719	589,721	8,113	1,398	-	1,257,293

As required by IRDAI circular IRDA/FGI/REG/CIR/208/10/2016 dated October 25, 2016, Linked Group segment has been bifurcated into Linked Group Life and Linked Group Pension from quarter ended June 30, 2017 onwards.