

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Condensed financial statements

SCHEDULE - 2
COMMISSION EXPENSES

For the half year ended September 30, 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	260,114	-	1,370,994	-	970	895,385	6,442	20,075	6	2,553,986
– Renewal premiums	79,045	1,411	208,836	-	1,958	161,658	62,141	9,289	-	524,338
– Single premiums	-	-	2,671	250	-	5,276	361	-	-	8,558
Total	339,159	1,411	1,582,501	250	2,928	1,062,319	68,944	29,364	6	3,086,882
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	339,159	1,411	1,582,501	250	2,928	1,062,319	68,944	29,364	6	3,086,882
Break-up of the commission by distribution network										
Individual agents	232,877	1,061	408,444	77	2,139	152,336	26,624	26,052	6	849,616
Corporate agents	78,961	343	917,889	153	635	895,546	31,886	1,431	-	1,926,844
Brokers	27,321	7	256,168	20	154	14,437	10,434	1,881	-	310,422
Total Commission	339,159	1,411	1,582,501	250	2,928	1,062,319	68,944	29,364	6	3,086,882

For the half year ended September 30, 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	206,094	60	1,702,778	-	1,386	560,990	(7,255)	29,040	-	2,493,093
– Renewal premiums	76,171	1,902	96,688	-	2,914	179,499	199,302	11,944	-	568,420
– Single premiums	-	-	898	649	-	3,246	216	-	-	5,009
Total	282,265	1,962	1,800,364	649	4,300	743,735	192,263	40,984	-	3,066,522
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	282,265	1,962	1,800,364	649	4,300	743,735	192,263	40,984	-	3,066,522
Break-up of the commission by distribution network										
Individual agents	212,621	1,491	531,649	197	3,185	196,287	92,902	35,916	-	1,074,248
Corporate agents	54,637	465	1,024,263	449	894	525,467	81,194	3,006	-	1,690,375
Brokers	15,007	6	244,452	3	221	21,981	18,167	2,062	-	301,899
Total Commission	282,265	1,962	1,800,364	649	4,300	743,735	192,263	40,984	-	3,066,522

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Condensed financial statements

SCHEDULE - 2 (Continued)
COMMISSION EXPENSES

For the quarter ended September 30, 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	177,578	-	865,860	-	535	635,738	4,559	12,347	-	1,696,617
– Renewal premiums	46,722	425	140,078	-	1,109	93,285	36,462	5,125	-	323,206
– Single premiums	-	-	1,383	98	-	4,580	175	-	-	6,236
Total	224,300	425	1,007,321	98	1,644	733,603	41,196	17,472	-	2,026,059
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	224,300	425	1,007,321	98	1,644	733,603	41,196	17,472	-	2,026,059
Break-up of the commission by distribution network										
Individual agents	151,572	349	273,323	12	1,206	105,141	14,996	15,841	-	562,440
Corporate agents	57,287	72	596,403	72	337	617,850	19,780	661	-	1,292,462
Brokers	15,441	4	137,595	14	101	10,612	6,420	970	-	171,157
Total Commission	224,300	425	1,007,321	98	1,644	733,603	41,196	17,472	-	2,026,059

For the quarter ended September 30, 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	126,646	12	1,106,670	-	676	302,579	(3,129)	14,682	-	1,548,136
– Renewal premiums	43,296	636	62,803	-	1,651	100,574	118,006	6,253	-	333,219
– Single premiums	-	-	535	418	-	1,752	119	-	-	2,824
Total	169,942	648	1,170,008	418	2,327	404,905	114,996	20,935	-	1,884,179
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	169,942	648	1,170,008	418	2,327	404,905	114,996	20,935	-	1,884,179
Break-up of the commission by distribution network										
Individual agents	126,625	520	322,475	90	1,735	103,063	53,593	18,197	-	626,298
Corporate agents	32,957	125	698,427	330	488	291,312	52,092	1,546	-	1,077,277
Brokers	10,360	3	149,106	(2)	104	10,530	9,311	1,192	-	180,604
Total Commission	169,942	648	1,170,008	418	2,327	404,905	114,996	20,935	-	1,884,179