

ICICI Prudential Life Insurance Company Limited

Schedules forming part of financial statements

**SCHEDULE – 2
COMMISSION EXPENSES**

For the year ended March 31, 2016

(₹ '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	1,273,258	-	179,360	-	69	2,286,143	5,416	(127)	-	3,744,119
– Renewal premiums	538,293	3,078	790,457	-	3,846	1,010,391	46,173	10,032	-	2,402,270
– Single premiums	-	-	29,843	1,593	-	20,290	1,152	-	501	53,379
Total	1,811,551	3,078	999,660	1,593	3,915	3,316,824	52,741	9,905	501	6,199,768
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	1,811,551	3,078	999,660	1,593	3,915	3,316,824	52,741	9,905	501	6,199,768
Break-up of the commission by distribution network										
Individual agents	658,977	2,326	263,300	673	2,620	664,251	28,888	8,803	301	1,630,139
Corporate agents	925,615	748	606,566	744	1,160	2,627,981	18,074	708	-	4,181,596
Brokers	226,959	4	129,794	176	135	24,592	5,779	394	200	388,033
Total Commission	1,811,551	3,078	999,660	1,593	3,915	3,316,824	52,741	9,905	501	6,199,768

For the year ended March 31, 2015

(₹ '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	1,302,568	(10)	47,439	-	54	2,183,204	7,642	426	-	3,541,323
– Renewal premiums	385,131	2,968	803,975	-	4,508	681,947	76,024	18,752	-	1,973,305
– Single premiums	-	-	1,640	2,470	-	12,021	914	-	50	17,095
Total	1,687,699	2,958	853,054	2,470	4,562	2,877,172	84,580	19,178	50	5,531,723
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	1,687,699	2,958	853,054	2,470	4,562	2,877,172	84,580	19,178	50	5,531,723
Break-up of the commission by distribution network										
Individual agents	618,850	2,524	182,638	937	3,095	605,623	43,647	17,028	-	1,474,342
Corporate agents	863,027	419	549,229	1,506	1,309	2,233,203	32,370	1,283	-	3,682,346
Brokers	205,822	15	121,187	27	158	38,346	8,563	867	50	375,035
Total Commission	1,687,699	2,958	853,054	2,470	4,562	2,877,172	84,580	19,178	50	5,531,723

Note: Refer Schedule 16 Note 2.4 for accounting policy on Acquisition cost.

ICICI Prudential Life Insurance Company Limited

Schedules forming part of financial statements

SCHEDULE - 2 (Continued)

COMMISSION EXPENSES

For the quarter ended March 31, 2016

(₹ '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	481,559	7	101,293	-	-	717,756	1,874	(17)	-	1,302,472
– Renewal premiums	199,129	1,538	247,658	-	1,101	375,916	15,950	2,973	-	844,265
– Single premiums	-	-	16,682	364	-	6,651	226	-	300	24,223
Total	680,688	1,545	365,633	364	1,101	1,100,323	18,050	2,956	300	2,170,960
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	680,688	1,545	365,633	364	1,101	1,100,323	18,050	2,956	300	2,170,960
Break-up of the commission by distribution network										
Individual agents	241,646	1,347	139,784	258	718	271,086	10,162	2,622	100	667,723
Corporate agents	352,527	194	181,192	106	343	821,893	5,506	233	-	1,361,994
Brokers	86,515	4	44,657	-	40	7,344	2,382	101	200	141,243
Total Commission	680,688	1,545	365,633	364	1,101	1,100,323	18,050	2,956	300	2,170,960

For the quarter ended March 31, 2015

(₹ '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	381,909	(6)	32,453	-	54	753,507	2,959	(60)	-	1,170,816
– Renewal premiums	133,820	1,427	224,420	-	1,134	235,089	19,436	4,159	-	619,485
– Single premiums	-	-	818	(35)	-	3,378	(298)	-	3	3,866
Total	515,729	1,421	257,691	(35)	1,188	991,974	22,097	4,099	3	1,794,167
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	515,729	1,421	257,691	(35)	1,188	991,974	22,097	4,099	3	1,794,167
Break-up of the commission by distribution network										
Individual agents	170,521	1,211	63,705	128	756	239,653	11,962	3,601	-	491,537
Corporate agents	273,051	206	153,511	(163)	383	746,983	6,873	317	-	1,181,161
Brokers	72,157	4	40,475	-	49	5,338	3,262	181	3	121,469
Total Commission	515,729	1,421	257,691	(35)	1,188	991,974	22,097	4,099	3	1,794,167