

ICICI Prudential Life Insurance Company Limited

Schedules forming part of consolidated condensed financial statements

SCHEDULE - 2  
COMMISSION EXPENSES

For the half year ended September 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            |
|-----------------------------------------------------------|----------------|-------------|----------------|------------------|--------------------------|-----------------|--------------|------------------|----------------|---------------|--------------|------------------|
| <b>Commission</b>                                         |                |             |                |                  |                          |                 |              |                  |                |               |              |                  |
| Direct – First year premiums                              | 570,228        | (1)         | 249,885        | -                | -                        | -               | (5)          | 1,079,404        | 1,866          | (65)          | -            | 1,901,312        |
| – Renewal premiums                                        | 254,438        | 794         | 356,124        | -                | -                        | -               | 1,601        | 512,502          | 16,562         | 3,181         | -            | 1,145,202        |
| – Single premiums                                         | -              | -           | 28,793         | -                | -                        | 1,089           | -            | 9,547            | 484            | -             | -            | 39,913           |
| <b>Total</b>                                              | <b>824,666</b> | <b>793</b>  | <b>634,802</b> | <b>-</b>         | <b>-</b>                 | <b>1,089</b>    | <b>1,596</b> | <b>1,601,453</b> | <b>18,912</b>  | <b>3,116</b>  | <b>-</b>     | <b>3,086,427</b> |
| Add: Commission on re-insurance accepted                  | -              | -           | -              | -                | -                        | -               | -            | -                | -              | -             | -            | -                |
| Less: Commission on re-insurance ceded                    | -              | -           | -              | -                | -                        | -               | -            | -                | -              | -             | -            | -                |
| <b>Net Commission</b>                                     | <b>824,666</b> | <b>793</b>  | <b>634,802</b> | <b>-</b>         | <b>-</b>                 | <b>1,089</b>    | <b>1,596</b> | <b>1,601,453</b> | <b>18,912</b>  | <b>3,116</b>  | <b>-</b>     | <b>3,086,427</b> |
| <b>Break-up of the commission by distribution network</b> |                |             |                |                  |                          |                 |              |                  |                |               |              |                  |
| Individual agents                                         | 293,604        | 642         | 200,583        | -                | -                        | 460             | 1,075        | 307,264          | 10,434         | 2,700         | -            | 816,762          |
| Corporate agents                                          | 406,903        | 143         | 361,121        | -                | -                        | 623             | 462          | 1,286,394        | 6,536          | 257           | -            | 2,062,439        |
| Brokers                                                   | 124,012        | 8           | 73,086         | -                | -                        | 6               | 59           | 7,795            | 1,943          | 159           | -            | 207,068          |
| Insurance Marketing Firm                                  | 147            | -           | -              | -                | -                        | -               | -            | -                | -              | -             | -            | 147              |
| Web Aggregators                                           | -              | -           | 12             | -                | -                        | -               | -            | -                | -              | -             | -            | 12               |
| <b>Total Commission</b>                                   | <b>824,666</b> | <b>793</b>  | <b>634,802</b> | <b>-</b>         | <b>-</b>                 | <b>1,089</b>    | <b>1,596</b> | <b>1,601,453</b> | <b>18,913</b>  | <b>3,116</b>  | <b>-</b>     | <b>3,086,428</b> |

For the half year ended September 30, 2015

(₹ '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            |
|-----------------------------------------------------------|----------------|-------------|----------------|------------------|--------------------------|-----------------|--------------|------------------|----------------|---------------|--------------|------------------|
| <b>Commission</b>                                         |                |             |                |                  |                          |                 |              |                  |                |               |              |                  |
| Direct – First year premiums                              | 481,783        | (7)         | 53,471         | -                | -                        | -               | 70           | 1,014,390        | 1,887          | (64)          | -            | 1,551,530        |
| – Renewal premiums                                        | 194,916        | 799         | 363,967        | -                | -                        | -               | 1,882        | 388,878          | 22,715         | 5,096         | -            | 978,253          |
| – Single premiums                                         | -              | -           | 1,766          | -                | -                        | 979             | -            | 8,483            | 777            | -             | -            | 12,005           |
| <b>Total</b>                                              | <b>676,699</b> | <b>792</b>  | <b>419,204</b> | <b>-</b>         | <b>-</b>                 | <b>979</b>      | <b>1,952</b> | <b>1,411,751</b> | <b>25,379</b>  | <b>5,032</b>  | <b>-</b>     | <b>2,541,788</b> |
| Add: Commission on re-insurance accepted                  | -              | -           | -              | -                | -                        | -               | -            | -                | -              | -             | -            | -                |
| Less: Commission on re-insurance ceded                    | -              | -           | -              | -                | -                        | -               | -            | -                | -              | -             | -            | -                |
| <b>Net Commission</b>                                     | <b>676,699</b> | <b>792</b>  | <b>419,204</b> | <b>-</b>         | <b>-</b>                 | <b>979</b>      | <b>1,952</b> | <b>1,411,751</b> | <b>25,379</b>  | <b>5,032</b>  | <b>-</b>     | <b>2,541,788</b> |
| <b>Break-up of the commission by distribution network</b> |                |             |                |                  |                          |                 |              |                  |                |               |              |                  |
| Individual agents                                         | 238,033        | 670         | 84,400         | -                | -                        | 241             | 1,380        | 250,070          | 13,681         | 4,488         | -            | 592,963          |
| Corporate agents                                          | 351,920        | 122         | 278,405        | -                | -                        | 558             | 517          | 1,150,231        | 9,166          | 344           | -            | 1,791,263        |
| Brokers                                                   | 86,746         | -           | 56,399         | -                | -                        | 180             | 55           | 11,450           | 2,532          | 200           | -            | 157,562          |
| Insurance Marketing Firm                                  | -              | -           | -              | -                | -                        | -               | -            | -                | -              | -             | -            | -                |
| Web Aggregators                                           | -              | -           | -              | -                | -                        | -               | -            | -                | -              | -             | -            | -                |
| <b>Total Commission</b>                                   | <b>676,699</b> | <b>792</b>  | <b>419,204</b> | <b>-</b>         | <b>-</b>                 | <b>979</b>      | <b>1,952</b> | <b>1,411,751</b> | <b>25,379</b>  | <b>5,032</b>  | <b>-</b>     | <b>2,541,788</b> |

ICICI Prudential Life Insurance Company Limited

Schedules forming part of consolidated condensed financial statements

SCHEDULE - 2 (Continued)  
COMMISSION EXPENSES

For the quarter ended September 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            |
|-----------------------------------------------------------|----------------|-------------|----------------|------------------|--------------------------|-----------------|------------|------------------|----------------|---------------|--------------|------------------|
| <b>Commission</b>                                         |                |             |                |                  |                          |                 |            |                  |                |               |              |                  |
| Direct – First year premiums                              | 290,283        | (1)         | 113,418        | -                | -                        | -               | -          | 694,132          | 1,310          | (14)          | -            | 1,099,128        |
| – Renewal premiums                                        | 158,327        | 358         | 226,105        | -                | -                        | -               | 877        | 312,705          | 9,184          | 1,732         | -            | 709,288          |
| – Single premiums                                         | -              | -           | 14,900         | -                | -                        | 618             | -          | 4,895            | 305            | -             | -            | 20,718           |
| <b>Total</b>                                              | <b>448,610</b> | <b>357</b>  | <b>354,423</b> | <b>-</b>         | <b>-</b>                 | <b>618</b>      | <b>877</b> | <b>1,011,732</b> | <b>10,799</b>  | <b>1,718</b>  | <b>-</b>     | <b>1,829,134</b> |
| Add: Commission on re-insurance accepted                  | -              | -           | -              | -                | -                        | -               | -          | -                | -              | -             | -            | -                |
| Less: Commission on re-insurance ceded                    | -              | -           | -              | -                | -                        | -               | -          | -                | -              | -             | -            | -                |
| <b>Net Commission</b>                                     | <b>448,610</b> | <b>357</b>  | <b>354,423</b> | <b>-</b>         | <b>-</b>                 | <b>618</b>      | <b>877</b> | <b>1,011,732</b> | <b>10,799</b>  | <b>1,718</b>  | <b>-</b>     | <b>1,829,134</b> |
| <b>Break-up of the commission by distribution network</b> |                |             |                |                  |                          |                 |            |                  |                |               |              |                  |
| Individual agents                                         | 184,450        | 289         | 102,323        | -                | -                        | 263             | 595        | 194,129          | 6,020          | 1,497         | -            | 489,566          |
| Corporate agents                                          | 190,831        | 63          | 210,871        | -                | -                        | 355             | 251        | 813,191          | 3,900          | 140           | -            | 1,219,601        |
| Brokers                                                   | 73,182         | 5           | 41,217         | -                | -                        | -               | 31         | 4,412            | 879            | 81            | -            | 119,808          |
| Insurance Marketing Firm                                  | 147            | -           | -              | -                | -                        | -               | -          | -                | -              | -             | -            | 147              |
| Web Aggregators                                           | -              | -           | 12             | -                | -                        | -               | -          | -                | -              | -             | -            | 12               |
| <b>Total Commission</b>                                   | <b>448,610</b> | <b>357</b>  | <b>354,423</b> | <b>-</b>         | <b>-</b>                 | <b>618</b>      | <b>877</b> | <b>1,011,732</b> | <b>10,799</b>  | <b>1,718</b>  | <b>-</b>     | <b>1,829,134</b> |

For the quarter ended September 30, 2015

(₹ '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            |
|-----------------------------------------------------------|----------------|-------------|----------------|------------------|--------------------------|-----------------|--------------|----------------|----------------|---------------|--------------|------------------|
| <b>Commission</b>                                         |                |             |                |                  |                          |                 |              |                |                |               |              |                  |
| Direct – First year premiums                              | 293,600        | -           | 30,979         | -                | -                        | -               | 41           | 599,543        | 1,331          | (41)          | -            | 925,453          |
| – Renewal premiums                                        | 121,700        | 410         | 231,993        | -                | -                        | -               | 1,029        | 243,190        | 12,996         | 2,793         | -            | 614,111          |
| – Single premiums                                         | -              | -           | 1,227          | -                | -                        | 586             | -            | 7,082          | 457            | -             | -            | 9,352            |
| <b>Total</b>                                              | <b>415,300</b> | <b>410</b>  | <b>264,199</b> | <b>-</b>         | <b>-</b>                 | <b>586</b>      | <b>1,070</b> | <b>849,815</b> | <b>14,784</b>  | <b>2,752</b>  | <b>-</b>     | <b>1,548,916</b> |
| Add: Commission on re-insurance accepted                  | -              | -           | -              | -                | -                        | -               | -            | -              | -              | -             | -            | -                |
| Less: Commission on re-insurance ceded                    | -              | -           | -              | -                | -                        | -               | -            | -              | -              | -             | -            | -                |
| <b>Net Commission</b>                                     | <b>415,300</b> | <b>410</b>  | <b>264,199</b> | <b>-</b>         | <b>-</b>                 | <b>586</b>      | <b>1,070</b> | <b>849,815</b> | <b>14,784</b>  | <b>2,752</b>  | <b>-</b>     | <b>1,548,916</b> |
| <b>Break-up of the commission by distribution network</b> |                |             |                |                  |                          |                 |              |                |                |               |              |                  |
| Individual agents                                         | 153,580        | 353         | 54,207         | -                | -                        | 219             | 751          | 153,672        | 8,014          | 2,451         | -            | 373,247          |
| Corporate agents                                          | 209,550        | 57          | 178,216        | -                | -                        | 367             | 292          | 689,868        | 5,402          | 206           | -            | 1,083,958        |
| Brokers                                                   | 52,170         | -           | 31,776         | -                | -                        | -               | 27           | 6,275          | 1,368          | 95            | -            | 91,711           |
| Insurance Marketing Firm                                  | -              | -           | -              | -                | -                        | -               | -            | -              | -              | -             | -            | -                |
| Web Aggregators license                                   | -              | -           | -              | -                | -                        | -               | -            | -              | -              | -             | -            | -                |
| <b>Total Commission</b>                                   | <b>415,300</b> | <b>410</b>  | <b>264,199</b> | <b>-</b>         | <b>-</b>                 | <b>586</b>      | <b>1,070</b> | <b>849,815</b> | <b>14,784</b>  | <b>2,752</b>  | <b>-</b>     | <b>1,548,916</b> |