

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Consolidated Condensed financial statements

SCHEDULE - 2

COMMISSION EXPENSES

For the quarter ended June 30, 2018

(₹ '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	282,799	14	167,305	-	-	-	5,616	1,540,094	319	(22)	-	-	1,996,125
– Renewal premiums	178,481	287	140,864	-	-	-	1,403	386,068	4,861	1,043	-	-	713,007
– Single premiums	-	-	75,900	-	-	5,145	-	5,210	260	-	8	-	86,523
Total	461,280	301	384,069	-	-	5,145	7,019	1,931,372	5,440	1,021	8	-	2,795,655
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	461,280	301	384,069	-	-	5,145	7,019	1,931,372	5,440	1,021	8	-	2,795,655
Break-up of the commission by distribution network													
Individual agents	188,076	233	118,675	-	-	534	3,142	298,352	3,989	909	8	-	613,918
Corporate agents	176,174	49	204,674	-	-	4,603	3,611	1,628,299	1,085	71	-	-	2,018,566
Brokers	95,434	19	50,341	-	-	8	215	3,968	366	41	-	-	150,392
Insurance Marketing Firm	1,596	-	436	-	-	-	4	753	-	-	-	-	2,789
Web Aggregators	-	-	9,944	-	-	-	47	-	-	-	-	-	9,991
Total Commission	461,280	301	384,070	-	-	5,145	7,019	1,931,372	5,440	1,021	8	-	2,795,656

For the quarter ended June 30, 2017

(₹ '000)

(₹ '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	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