

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Consolidated Condensed financial statements

SCHEDULE - 2
COMMISSION EXPENSES

For the nine months ended December 31, 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	895,891	-	696,095	-	-	-	15,000	5,914,251	1,379	(52)	-	-	7,522,564
– Renewal premiums	709,166	991	483,954	-	-	-	4,826	1,383,884	14,820	3,269	-	-	2,600,910
– Single premiums	-	-	259,411	-	-	15,567	-	18,866	616	-	106	-	294,566
Total	1,605,057	991	1,439,460	-	-	15,567	19,826	7,317,001	16,815	3,217	106	-	10,418,040
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	1,605,057	991	1,439,460	-	-	15,567	19,826	7,317,001	16,815	3,217	106	-	10,418,040
Break-up of the commission by distribution network													
Individual agents	753,311	825	393,874	-	-	1,571	9,211	1,018,780	11,763	2,880	24	-	2,192,239
Corporate agents	523,688	163	834,336	-	-	13,973	9,771	6,285,379	4,152	217	-	-	7,671,679
Brokers	325,889	3	164,326	-	-	23	688	12,109	900	120	82	-	504,140
Insurance Marketing Firm	2,169	-	1,460	-	-	-	19	733	-	-	-	-	4,381
Web Aggregators	-	-	45,464	-	-	-	137	-	-	-	-	-	45,601
Total Commission	1,605,057	991	1,439,460	-	-	15,567	19,826	7,317,001	16,815	3,217	106	-	10,418,040

For the nine months ended December 31, 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	1,352,328	(14)	427,168	-	-	-	21,259	5,261,300	4,687	(75)	-	-	7,066,653
– Renewal premiums	577,533	1,263	562,979	-	-	-	2,095	1,111,370	20,812	3,889	-	-	2,279,941
– Single premiums	-	-	188,720	-	-	1,798	4	29,214	514	-	16	-	220,266
Total	1,929,861	1,249	1,178,867	-	-	1,798	23,358	6,401,884	26,013	3,814	16	-	9,566,860
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	1,929,861	1,249	1,178,867	-	-	1,798	23,358	6,401,884	26,013	3,814	16	-	9,566,860
Break-up of the commission by distribution network													
Individual agents	688,669	1,111	367,625	-	-	1,773	12,887	1,063,722	16,438	3,659	16	-	2,155,900
Corporate agents	983,700	143	668,028	-	-	25	9,977	5,334,154	7,440	17	-	-	7,003,484
Brokers	255,953	(5)	141,560	-	-	-	423	3,934	2,135	138	-	-	404,138
Insurance Marketing Firm	1,539	-	376	-	-	-	41	74	-	-	-	-	2,030
Web Aggregators	-	-	1,278	-	-	-	30	-	-	-	-	-	1,308
Total Commission	1,929,861	1,249	1,178,867	-	-	1,798	23,358	6,401,884	26,013	3,814	16	-	9,566,860

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Consolidated Condensed financial statements

SCHEDULE - 2 (Continued)
COMMISSION EXPENSES

For the quarter ended December 31, 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	331,815	-	300,309	-	-	-	4,180	2,038,487	650	(24)	-	-	2,675,417
– Renewal premiums	251,078	421	139,999	-	-	-	1,537	495,056	4,118	1,002	-	-	893,211
– Single premiums	-	-	86,499	-	-	8,638	-	7,346	311	-	48	-	102,842
Total	582,893	421	526,807	-	-	8,638	5,717	2,540,889	5,079	978	48	-	3,671,470
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	582,893	421	526,807	-	-	8,638	5,717	2,540,889	5,079	978	48	-	3,671,470
Break-up of the commission by distribution network													
Individual agents	307,246	368	138,138	-	-	739	2,560	319,939	3,534	885	8	-	773,417
Corporate agents	162,133	69	302,566	-	-	7,913	2,849	2,216,660	1,347	60	-	-	2,693,597
Brokers	113,075	(16)	62,821	-	-	(14)	252	4,310	198	33	40	-	180,699
Insurance Marketing Firm	439	-	732	-	-	-	14	(20)	-	-	-	-	1,165
Web Aggregators	-	-	22,550	-	-	-	42	-	-	-	-	-	22,592
Total Commission	582,893	421	526,807	-	-	8,638	5,717	2,540,889	5,079	978	48	-	3,671,470

For the quarter ended December 31, 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	421,904	(14)	162,745	-	-	-	7,484	2,234,001	1,377	(29)	-	-	2,827,468
– Renewal premiums	228,684	459	176,822	-	-	-	656	431,147	6,097	1,188	-	-	845,053
– Single premiums	-	-	86,146	-	-	808	1	12,988	200	-	16	-	100,159
Total	650,588	445	425,713	-	-	808	8,141	2,678,136	7,674	1,159	16	-	3,772,680
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	650,588	445	425,713	-	-	808	8,141	2,678,136	7,674	1,159	16	-	3,772,680
Break-up of the commission by distribution network													
Individual agents	264,154	433	127,382	-	-	908	4,429	410,867	5,753	1,311	16	-	815,253
Corporate agents	288,081	19	245,968	-	-	(100)	3,445	2,272,402	1,357	(176)	-	-	2,810,996
Brokers	97,339	(7)	50,995	-	-	-	237	(5,179)	564	24	-	-	143,973
Insurance Marketing Firm	1,014	-	120	-	-	-	-	46	-	-	-	-	1,180
Web Aggregators	-	-	1,248	-	-	-	30	-	-	-	-	-	1,278
Total Commission	650,588	445	425,713	-	-	808	8,141	2,678,136	7,674	1,159	16	-	3,772,680