

ICICI Prudential Life Insurance Company Limited

Schedules forming part of consolidated financial statements

**SCHEDULE – 2
COMMISSION EXPENSES**

For the year ended March 31, 2014

(₹ '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	1,297,549	-	1,441,015	-	1,210	1,912,818	17,828	26,755	6	4,697,181
– Renewal premiums	222,500	3,376	686,875	-	4,794	501,356	119,300	23,444	-	1,561,645
– Single premiums	-	-	3,610	1,266	-	10,341	746	-	61	16,024
Total	1,520,049	3,376	2,131,500	1,266	6,004	2,424,515	137,874	50,199	67	6,274,850
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	1,520,049	3,376	2,131,500	1,266	6,004	2,424,515	137,874	50,199	67	6,274,850
Break-up of the commission by distribution network										
Individual agents	741,134	2,836	590,416	897	4,301	443,108	63,925	45,140	6	1,891,763
Corporate agents	626,854	526	1,221,035	350	1,450	1,950,262	54,421	2,346	-	3,857,244
Brokers	152,061	14	320,049	19	253	31,145	19,528	2,713	61	525,843
Total Commission	1,520,049	3,376	2,131,500	1,266	6,004	2,424,515	137,874	50,199	67	6,274,850

For the year ended March 31, 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	490,077	66	4,186,566	-	2,741	1,546,120	17,258	61,783	21	6,304,632
– Renewal premiums	195,101	6,096	329,198	-	6,215	449,344	327,186	26,436	-	1,339,576
– Single premiums	-	-	3,294	1,233	-	4,898	535	-	-	9,960
Total	685,178	6,162	4,519,058	1,233	8,956	2,000,362	344,979	88,219	21	7,654,168
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	685,178	6,162	4,519,058	1,233	8,956	2,000,362	344,979	88,219	21	7,654,168
Break-up of the commission by distribution network										
Individual agents	510,414	4,808	1,419,693	500	6,642	577,541	172,973	77,576	21	2,770,168
Corporate agents	128,125	1,337	2,399,499	694	1,933	1,374,903	131,793	5,559	-	4,043,843
Brokers	46,639	17	699,866	39	381	47,918	40,213	5,084	-	840,157
Total Commission	685,178	6,162	4,519,058	1,233	8,956	2,000,362	344,979	88,219	21	7,654,168

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

ICICI Prudential Life Insurance Company Limited

Schedules forming part of consolidated financial statements

SCHEDULE – 2 (Continued)
COMMISSION EXPENSES

For the quarter ended March 31, 2014

(₹ '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	574,369	-	17,563	-	26	464,991	8,541	510	-	1,066,000
– Renewal premiums	82,217	1,267	274,187	-	1,544	201,735	35,200	8,577	-	604,727
– Single premiums	-	-	513	650	-	2,100	250	-	61	3,574
Total	656,586	1,267	292,263	650	1,570	668,826	43,991	9,087	61	1,674,301
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	656,586	1,267	292,263	650	1,570	668,826	43,991	9,087	61	1,674,301
Break-up of the commission by distribution network										
Individual agents	278,133	1,169	98,367	660	1,079	178,574	24,118	8,222	-	590,322
Corporate agents	291,839	95	159,158	(16)	439	480,413	13,557	482	-	945,967
Brokers	86,614	3	34,738	6	52	9,839	6,316	383	61	138,012
Total Commission	656,586	1,267	292,263	650	1,570	668,826	43,991	9,087	61	1,674,301

For the quarter ended March 31, 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	163,161	-	1,319,412	-	673	620,717	26,546	18,346	21	2,148,876
– Renewal premiums	61,861	3,041	128,826	-	1,695	148,256	63,399	9,019	-	416,097
– Single premiums	-	-	1,749	254	-	556	1,079	-	-	3,638
Total	225,022	3,041	1,449,987	254	2,368	769,529	91,024	27,365	21	2,568,611
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	225,022	3,041	1,449,987	254	2,368	769,529	91,024	27,365	21	2,568,611
Break-up of the commission by distribution network										
Individual agents	167,189	2,366	517,737	109	1,684	232,776	46,495	24,109	21	992,486
Corporate agents	39,626	670	674,998	126	594	519,171	27,895	1,456	-	1,264,536
Brokers	18,207	5	257,252	19	90	17,582	16,634	1,800	-	311,589
Total Commission	225,022	3,041	1,449,987	254	2,368	769,529	91,024	27,365	21	2,568,611

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