

ICICI Prudential Life Insurance Company Limited

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

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

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, 2014

(₹ '000)

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

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

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