

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, 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
Commission												
Direct – First year premiums	827,190	(397)	370,822	-	-	-	(5)	1,922,058	4,141	(88)	-	3,123,721
– Renewal premiums	469,564	1,364	556,140	-	-	-	2,433	839,199	24,184	4,670	-	1,897,554
– Single premiums	-	-	42,689	25	-	1,369	-	15,782	619	-	-	60,484
Total	1,296,754	967	969,651	25	-	1,369	2,428	2,777,039	28,944	4,582	-	5,081,759
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	1,296,754	967	969,651	25	-	1,369	2,428	2,777,039	28,944	4,582	-	5,081,759
Break-up of the commission by distribution network												
Individual agents	500,790	717	314,622	-	-	697	1,607	532,502	16,794	4,005	-	1,371,734
Corporate agents	597,437	240	541,519	-	-	666	732	2,232,605	9,444	360	-	3,383,003
Brokers	197,887	10	113,433	25	-	6	89	11,932	2,706	217	-	326,305
Insurance Marketing Firm	640	-	57	-	-	-	-	-	-	-	-	697
Web Aggregators	-	-	20	-	-	-	-	-	-	-	-	20
Total Commission	1,296,754	967	969,651	25	-	1,369	2,428	2,777,039	28,944	4,582	-	5,081,759

For the nine months ended December 31, 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
Commission												
Direct – First year premiums	791,699	(7)	78,067	-	-	-	69	1,568,387	3,542	(110)	-	2,441,647
– Renewal premiums	339,164	1,540	542,799	-	-	-	2,745	634,475	30,223	7,059	-	1,558,005
– Single premiums	-	-	13,161	-	-	1,229	-	13,639	926	-	201	29,156
Total	1,130,863	1,533	634,027	-	-	1,229	2,814	2,216,501	34,691	6,949	201	4,028,808
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	1,130,863	1,533	634,027	-	-	1,229	2,814	2,216,501	34,691	6,949	201	4,028,808
Break-up of the commission by distribution network												
Individual agents	417,331	979	123,516	-	-	415	1,902	393,165	18,726	6,181	201	962,416
Corporate agents	573,088	554	425,374	-	-	638	817	1,806,088	12,568	475	-	2,819,602
Brokers	140,444	-	85,137	-	-	176	95	17,248	3,397	293	-	246,790
Insurance Marketing Firm	-	-	-	-	-	-	-	-	-	-	-	-
Web Aggregators	-	-	-	-	-	-	-	-	-	-	-	-
Total Commission	1,130,863	1,533	634,027	-	-	1,229	2,814	2,216,501	34,691	6,949	201	4,028,808

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, 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
Commission												
Direct – First year premiums	256,962	(396)	120,937	-	-	-	-	842,654	2,275	(23)	-	1,222,409
– Renewal premiums	215,126	570	200,016	-	-	-	832	326,697	7,622	1,489	-	752,352
– Single premiums	-	-	13,896	25	-	280	-	6,235	135	-	-	20,571
Total	472,088	174	334,849	25	-	280	832	1,175,586	10,032	1,466	-	1,995,332
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	472,088	174	334,849	25	-	280	832	1,175,586	10,032	1,466	-	1,995,332
Break-up of the commission by distribution network												
Individual agents	207,186	75	114,039	-	-	237	532	225,238	6,361	1,305	-	554,973
Corporate agents	190,534	97	180,398	-	-	43	270	946,211	2,908	103	-	1,320,564
Brokers	73,875	2	40,347	25	-	-	30	4,137	763	58	-	119,237
Insurance Marketing Firm	493	-	57	-	-	-	-	-	-	-	-	550
Web Aggregators	-	-	8	-	-	-	-	-	-	-	-	8
Total Commission	472,088	174	334,849	25	-	280	832	1,175,586	10,032	1,466	-	1,995,332

For the quarter ended December 31, 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
Commission												
Direct – First year premiums	309,916	-	24,596	-	-	-	(1)	553,997	1,655	(46)	-	890,117
– Renewal premiums	144,248	741	178,832	-	-	-	863	245,597	7,508	1,963	-	579,752
– Single premiums	-	-	11,395	-	-	250	-	5,156	149	-	201	17,151
Total	454,164	741	214,823	-	-	250	862	804,750	9,312	1,917	201	1,487,020
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	454,164	741	214,823	-	-	250	862	804,750	9,312	1,917	201	1,487,020
Break-up of the commission by distribution network												
Individual agents	179,298	309	39,116	-	-	174	522	143,095	5,045	1,693	201	369,453
Corporate agents	221,168	432	146,969	-	-	80	300	655,857	3,402	131	-	1,028,339
Brokers	53,698	-	28,738	-	-	(4)	40	5,798	865	93	-	89,228
Insurance Marketing Firm	-	-	-	-	-	-	-	-	-	-	-	-
Web Aggregators license	-	-	-	-	-	-	-	-	-	-	-	-
Total Commission	454,164	741	214,823	-	-	250	862	804,750	9,312	1,917	201	1,487,020