

ICICI Prudential Life Insurance Company Limited

Schedules forming part of condensed financial statements

SCHEDULE - 2
COMMISSION EXPENSES

For the half year ended September 30, 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 | 570,228 | (1) | 249,885 | - | - | - | (5) | 1,079,404 | 1,866 | (65) | - | 1,901,312 |
| – Renewal premiums | 254,438 | 794 | 356,124 | - | - | - | 1,601 | 512,502 | 16,562 | 3,181 | - | 1,145,202 |
| – Single premiums | - | - | 28,793 | - | - | 1,089 | - | 9,547 | 484 | - | - | 39,913 |
| Total | 824,666 | 793 | 634,802 | - | - | 1,089 | 1,596 | 1,601,453 | 18,912 | 3,116 | - | 3,086,427 |
| Add: Commission on re-insurance accepted | - | - | - | - | - | - | - | - | - | - | - | - |
| Less: Commission on re-insurance ceded | - | - | - | - | - | - | - | - | - | - | - | - |
| Net Commission | 824,666 | 793 | 634,802 | - | - | 1,089 | 1,596 | 1,601,453 | 18,912 | 3,116 | - | 3,086,427 |
| Break-up of the commission by distribution network | | | | | | | | | | | | |
| Individual agents | 293,604 | 642 | 200,583 | - | - | 460 | 1,075 | 307,264 | 10,433 | 2,700 | - | 816,761 |
| Corporate agents | 406,903 | 143 | 361,121 | - | - | 623 | 462 | 1,286,394 | 6,536 | 257 | - | 2,062,439 |
| Brokers | 124,012 | 8 | 73,086 | - | - | 6 | 59 | 7,795 | 1,943 | 159 | - | 207,068 |
| Insurance Marketing Firm | 147 | - | - | - | - | - | - | - | - | - | - | 147 |
| Web Aggregators | - | - | 12 | - | - | - | - | - | - | - | - | 12 |
| Total Commission | 824,666 | 793 | 634,802 | - | - | 1,089 | 1,596 | 1,601,453 | 18,912 | 3,116 | - | 3,086,427 |

For the half year ended September 30, 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 | 481,783 | (7) | 53,471 | - | - | - | 70 | 1,014,390 | 1,887 | (64) | - | 1,551,530 |
| – Renewal premiums | 194,916 | 799 | 363,967 | - | - | - | 1,882 | 388,878 | 22,715 | 5,096 | - | 978,253 |
| – Single premiums | - | - | 1,766 | - | - | 979 | - | 8,483 | 777 | - | - | 12,005 |
| Total | 676,699 | 792 | 419,204 | - | - | 979 | 1,952 | 1,411,751 | 25,379 | 5,032 | - | 2,541,788 |
| Add: Commission on re-insurance accepted | - | - | - | - | - | - | - | - | - | - | - | - |
| Less: Commission on re-insurance ceded | - | - | - | - | - | - | - | - | - | - | - | - |
| Net Commission | 676,699 | 792 | 419,204 | - | - | 979 | 1,952 | 1,411,751 | 25,379 | 5,032 | - | 2,541,788 |
| Break-up of the commission by distribution network | | | | | | | | | | | | |
| Individual agents | 238,033 | 670 | 84,400 | - | - | 241 | 1,380 | 250,070 | 13,681 | 4,488 | - | 592,963 |
| Corporate agents | 351,920 | 122 | 278,405 | - | - | 558 | 517 | 1,150,231 | 9,166 | 344 | - | 1,791,263 |
| Brokers | 86,746 | - | 56,399 | - | - | 180 | 55 | 11,450 | 2,532 | 200 | - | 157,562 |
| Insurance Marketing Firm | - | - | - | - | - | - | - | - | - | - | - | - |
| Web Aggregators | - | - | - | - | - | - | - | - | - | - | - | - |
| Total Commission | 676,699 | 792 | 419,204 | - | - | 979 | 1,952 | 1,411,751 | 25,379 | 5,032 | - | 2,541,788 |

ICICI Prudential Life Insurance Company Limited

Schedules forming part of condensed financial statements

SCHEDULE - 2 (Continued)

COMMISSION EXPENSES

For the quarter ended September 30, 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 | 290,283 | (1) | 113,418 | - | - | - | - | 694,132 | 1,310 | (14) | - | 1,099,128 |
| – Renewal premiums | 158,327 | 358 | 226,105 | - | - | - | 877 | 312,705 | 9,184 | 1,732 | - | 709,288 |
| – Single premiums | - | - | 14,900 | - | - | 618 | - | 4,895 | 305 | - | - | 20,718 |
| Total | 448,610 | 357 | 354,423 | - | - | 618 | 877 | 1,011,732 | 10,799 | 1,718 | - | 1,829,134 |
| Add: Commission on re-insurance accepted | - | - | - | - | - | - | - | - | - | - | - | - |
| Less: Commission on re-insurance ceded | - | - | - | - | - | - | - | - | - | - | - | - |
| Net Commission | 448,610 | 357 | 354,423 | - | - | 618 | 877 | 1,011,732 | 10,799 | 1,718 | - | 1,829,134 |
| Break-up of the commission by distribution network | | | | | | | | | | | | |
| Individual agents | 184,450 | 289 | 102,323 | - | - | 263 | 595 | 194,129 | 6,019 | 1,497 | - | 489,565 |
| Corporate agents | 190,831 | 63 | 210,871 | - | - | 355 | 251 | 813,191 | 3,900 | 140 | - | 1,219,601 |
| Brokers | 73,182 | 5 | 41,217 | - | - | - | 31 | 4,412 | 879 | 81 | - | 119,808 |
| Insurance Marketing Firm | 147 | - | - | - | - | - | - | - | - | - | - | 147 |
| Web Aggregators | - | - | 12 | - | - | - | - | - | - | - | - | 12 |
| Total Commission | 448,610 | 357 | 354,423 | - | - | 618 | 877 | 1,011,732 | 10,799 | 1,718 | - | 1,829,133 |

For the quarter ended September 30, 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 | 293,600 | - | 30,979 | - | - | - | 41 | 599,543 | 1,331 | (41) | - | 925,453 |
| – Renewal premiums | 121,700 | 410 | 231,993 | - | - | - | 1,029 | 243,190 | 12,996 | 2,793 | - | 614,111 |
| – Single premiums | - | - | 1,227 | - | - | 586 | - | 7,082 | 457 | - | - | 9,352 |
| Total | 415,300 | 410 | 264,199 | - | - | 586 | 1,070 | 849,815 | 14,784 | 2,752 | - | 1,548,916 |
| Add: Commission on re-insurance accepted | - | - | - | - | - | - | - | - | - | - | - | - |
| Less: Commission on re-insurance ceded | - | - | - | - | - | - | - | - | - | - | - | - |
| Net Commission | 415,300 | 410 | 264,199 | - | - | 586 | 1,070 | 849,815 | 14,784 | 2,752 | - | 1,548,916 |
| Break-up of the commission by distribution network | | | | | | | | | | | | |
| Individual agents | 153,580 | 353 | 54,207 | - | - | 219 | 751 | 153,672 | 8,014 | 2,451 | - | 373,247 |
| Corporate agents | 209,550 | 57 | 178,216 | - | - | 367 | 292 | 689,868 | 5,402 | 206 | - | 1,083,958 |
| Brokers | 52,170 | - | 31,776 | - | - | - | 27 | 6,275 | 1,368 | 95 | - | 91,711 |
| Insurance Marketing Firm | - | - | - | - | - | - | - | - | - | - | - | - |
| Web Aggregators license | - | - | - | - | - | - | - | - | - | - | - | - |
| Total Commission | 415,300 | 410 | 264,199 | - | - | 586 | 1,070 | 849,815 | 14,784 | 2,752 | - | 1,548,916 |