

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Consolidated Condensed financial statements

SCHEDULE - 2

COMMISSION EXPENSES

For the quarter ended June 30, 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 | Linked Group Pension | Total |
|-----------------------------------------------------------|----------------|-------------|----------------|------------------|--------------------------|-----------------|--------------|------------------|----------------|---------------|--------------|----------------------|------------------|
| Commission | | | | | | | | | | | | | |
| Direct – First year premiums | 270,547 | - | 134,944 | - | - | - | 4,547 | 1,094,833 | 1,711 | (33) | - | - | 1,506,549 |
| – Renewal premiums | 153,942 | 504 | 162,013 | - | - | - | 693 | 286,344 | 7,060 | 1,348 | - | - | 611,904 |
| – Single premiums | - | - | 34,898 | - | - | 619 | - | 7,701 | 168 | - | - | - | 43,386 |
| Total | 424,489 | 504 | 331,855 | - | - | 619 | 5,240 | 1,388,878 | 8,939 | 1,315 | - | - | 2,161,839 |
| Add: Commission on re-insurance accepted | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Less: Commission on re-insurance ceded | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Net Commission | 424,489 | 504 | 331,855 | - | - | 619 | 5,240 | 1,388,878 | 8,939 | 1,315 | - | - | 2,161,839 |
| Break-up of the commission by distribution network | | | | | | | | | | | | | |
| Individual agents | 160,001 | 408 | 107,977 | - | - | 619 | 2,612 | 283,538 | 4,950 | 1,121 | - | - | 561,226 |
| Corporate agents | 196,394 | 96 | 177,940 | - | - | - | 2,571 | 1,099,873 | 3,147 | 132 | - | - | 1,480,153 |
| Brokers | 67,858 | - | 45,778 | - | - | - | 29 | 5,459 | 842 | 62 | - | - | 120,028 |
| Insurance Marketing Firm | 236 | - | 138 | - | - | - | 28 | 8 | - | - | - | - | 410 |
| Web Aggregators | - | - | 22 | - | - | - | - | - | - | - | - | - | 22 |
| Total Commission | 424,489 | 504 | 331,855 | - | - | 619 | 5,240 | 1,388,878 | 8,939 | 1,315 | - | - | 2,161,839 |

For the quarter ended June 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 | Linked Group Pension | Total |
|-----------------------------------------------------------|----------------|-------------|----------------|------------------|--------------------------|-----------------|------------|----------------|----------------|---------------|--------------|----------------------|------------------|
| Commission | | | | | | | | | | | | | |
| Direct – First year premiums | 279,945 | - | 136,467 | - | - | - | (5) | 385,272 | 556 | (51) | - | - | 802,184 |
| – Renewal premiums | 96,111 | 436 | 130,019 | - | - | - | 724 | 199,797 | 7,378 | 1,449 | - | - | 435,914 |
| – Single premiums | - | - | 13,893 | - | - | 471 | - | 4,652 | 179 | - | - | - | 19,195 |
| Total | 376,056 | 436 | 280,379 | - | - | 471 | 719 | 589,721 | 8,113 | 1,398 | - | - | 1,257,293 |
| Add: Commission on re-insurance accepted | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Less: Commission on re-insurance ceded | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Net Commission | 376,056 | 436 | 280,379 | - | - | 471 | 719 | 589,721 | 8,113 | 1,398 | - | - | 1,257,293 |
| Break-up of the commission by distribution network | | | | | | | | | | | | | |
| Individual agents | 109,154 | 353 | 98,260 | - | - | 197 | 480 | 113,135 | 4,414 | 1,203 | - | - | 327,196 |
| Corporate agents | 216,072 | 80 | 150,250 | - | - | 268 | 211 | 473,203 | 2,636 | 117 | - | - | 842,837 |
| Brokers | 50,830 | 3 | 31,869 | - | - | 6 | 28 | 3,383 | 1,063 | 78 | - | - | 87,260 |
| Insurance Marketing Firm | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Web Aggregators | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total Commission | 376,056 | 436 | 280,379 | - | - | 471 | 719 | 589,721 | 8,113 | 1,398 | - | - | 1,257,293 |