

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, 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 Life	Linked Group Pension	Total
Commission													
Direct – First year premiums	1,352,328	(14)	427,168	-	-	-	21,259	5,261,300	4,687	(75)	-	-	7,066,653
– Renewal premiums	577,533	1,263	562,979	-	-	-	2,095	1,111,370	20,812	3,889	-	-	2,279,941
– Single premiums	-	-	188,720	-	-	1,798	4	29,214	514	-	16	-	220,266
Total	1,929,861	1,249	1,178,867	-	-	1,798	23,358	6,401,884	26,013	3,814	16	-	9,566,860
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	1,929,861	1,249	1,178,867	-	-	1,798	23,358	6,401,884	26,013	3,814	16	-	9,566,860
Break-up of the commission by distribution network													
Individual agents	688,669	1,111	367,625	-	-	1,773	12,887	1,063,722	16,438	3,659	16	-	2,155,900
Corporate agents	983,700	143	668,028	-	-	25	9,977	5,334,154	7,440	17	-	-	7,003,484
Brokers	255,953	(5)	141,560	-	-	-	423	3,934	2,135	138	-	-	404,138
Insurance Marketing Firm	1,539	-	376	-	-	-	41	74	-	-	-	-	2,030
Web Aggregators	-	-	1,278	-	-	-	30	-	-	-	-	-	1,308
Total Commission	1,929,861	1,249	1,178,867	-	-	1,798	23,358	6,401,884	26,013	3,814	16	-	9,566,860

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

As required by IRDAI circular IRDA/F&I/REG/CIR/208/10/2016 dated October 25, 2016, Linked Group segment has been bifurcated into Linked Group Life and Linked Group Pension from FY2017-18 onwards.

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, 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	421,904	(14)	162,745	-	-	-	7,484	2,234,001	1,377	(29)	-	-	2,827,468
– Renewal premiums	228,684	459	176,822	-	-	-	656	431,147	6,097	1,188	-	-	845,053
– Single premiums	-	-	86,146	-	-	808	1	12,988	200	-	16	-	100,159
Total	650,588	445	425,713	-	-	808	8,141	2,678,136	7,674	1,159	16	-	3,772,680
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	650,588	445	425,713	-	-	808	8,141	2,678,136	7,674	1,159	16	-	3,772,680
Break-up of the commission by distribution network													
Individual agents	264,154	433	127,382	-	-	908	4,429	410,867	5,753	1,311	16	-	815,253
Corporate agents	288,081	19	245,968	-	-	(100)	3,445	2,272,402	1,357	(176)	-	-	2,810,996
Brokers	97,339	(7)	50,995	-	-	-	237	(5,179)	564	24	-	-	143,973
Insurance Marketing Firm	1,014	-	120	-	-	-	-	46	-	-	-	-	1,180
Web Aggregators	-	-	1,248	-	-	-	30	-	-	-	-	-	1,278
Total Commission	650,588	445	425,713	-	-	808	8,141	2,678,136	7,674	1,159	16	-	3,772,680

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 license	-	-	8	-	-	-	-	-	-	-	-	8
Total Commission	472,088	174	334,849	25	-	280	832	1,175,586	10,032	1,466	-	1,995,332

As required by IRDAI circular IRDA/F&I/REG/CIR/208/10/2016 dated October 25, 2016, Linked Group segment has been bifurcated into Linked Group Life and Linked Group Pension from FY2017-18 onwards.