

ICICI Prudential Life Insurance Company Limited

Schedules forming part of consolidated financial statements

SCHEDULE - 2
COMMISSION EXPENSES

For the year ended March 31, 2018

(₹ '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	1,751,822	-	691,912	-	-	-	32,086	7,763,126	5,868	(95)	-	-	10,244,719
– Renewal premiums	898,196	2,492	793,280	-	-	-	2,863	1,707,876	29,870	5,997	-	-	3,440,574
– Single premiums	-	-	295,451	-	-	11,825	5	39,441	721	-	-	-	347,443
Total	2,650,018	2,492	1,780,643	-	-	11,825	34,954	9,510,443	36,459	5,902	-	-	14,032,736
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	2,650,018	2,492	1,780,643	-	-	11,825	34,954	9,510,443	36,459	5,902	-	-	14,032,736
Break-up of the commission by distribution network													
Individual agents	971,591	2,261	569,990	-	-	2,528	19,021	1,599,776	24,252	5,762	-	-	3,195,181
Corporate agents	1,285,212	231	990,401	-	-	9,293	15,082	7,905,293	9,175	(46)	-	-	10,214,641
Brokers	391,318	-	210,788	-	-	-	707	5,191	3,032	186	-	-	611,222
Insurance Marketing Firm	1,897	-	609	-	-	4	41	183	-	-	-	-	2,734
Web Aggregators	-	-	8,855	-	-	-	103	-	-	-	-	-	8,958
Total Commission	2,650,018	2,492	1,780,643	-	-	11,825	34,954	9,510,443	36,459	5,902	-	-	14,032,736

For the year ended March 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	Total
Commission												
Direct – First year premiums	1,174,597	-	545,455	-	-	-	(8)	2,875,099	5,861	(124)	-	4,600,880
– Renewal premiums	735,707	1,663	800,389	-	-	-	3,407	1,316,590	38,236	7,238	-	2,903,230
– Single premiums	-	-	58,532	25	-	1,633	-	24,106	754	-	-	85,050
Total	1,910,304	1,663	1,404,376	25	-	1,633	3,399	4,215,795	44,851	7,114	-	7,589,160
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	1,910,304	1,663	1,404,376	25	-	1,633	3,399	4,215,795	44,851	7,114	-	7,589,160
Break-up of the commission by distribution network												
Individual agents	726,303	1,158	478,050	-	-	961	2,249	859,982	26,181	6,231	-	2,101,115
Corporate agents	889,392	492	760,007	-	-	666	1,024	3,335,824	13,792	566	-	5,001,763
Brokers	293,745	13	166,103	25	-	6	126	19,950	4,878	317	-	485,163
Insurance Marketing Firm	863	-	151	-	-	-	-	39	-	-	-	1,053
Web Aggregators	1	-	64	-	-	-	-	-	-	-	-	65
Total Commission	1,910,304	1,663	1,404,375	25	-	1,633	3,399	4,215,795	44,851	7,114	-	7,589,159

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

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 financial statements

SCHEDULE - 2 (Continued)
COMMISSION EXPENSES

For the quarter ended March 31, 2018

(₹ '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	399,494	14	264,744	-	-	-	10,827	2,501,826	1,181	(20)	-	-	3,178,066
– Renewal premiums	320,663	1,229	230,301	-	-	-	768	596,506	9,058	2,108	-	-	1,160,633
– Single premiums	-	-	106,731	-	-	10,027	1	10,227	207	-	(16)	-	127,177
Total	720,157	1,243	601,776	-	-	10,027	11,596	3,108,559	10,446	2,088	(16)	-	4,465,876
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	720,157	1,243	601,776	-	-	10,027	11,596	3,108,559	10,446	2,088	(16)	-	4,465,876
Break-up of the commission by distribution network													
Individual agents	282,922	1,150	202,365	-	-	755	6,134	536,054	7,814	2,103	(16)	-	1,039,281
Corporate agents	301,512	88	322,373	-	-	9,268	5,105	2,571,139	1,735	(63)	-	-	3,211,157
Brokers	135,365	5	69,228	-	-	-	284	1,257	897	48	-	-	207,084
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	358	-	233	-	-	4	-	109	-	-	-	-	704
Web Aggregators	-	-	7,577	-	-	-	73	-	-	-	-	-	7,650
Total Commission	720,157	1,243	601,776	-	-	10,027	11,596	3,108,559	10,446	2,088	(16)	-	4,465,876

For the quarter ended March 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	Total	
Commission													
Direct – First year premiums	347,407	397	174,633	-	-	-	(3)	953,041	1,720	(36)	-	-	1,477,159
– Renewal premiums	266,143	299	244,249	-	-	-	974	477,391	14,052	2,568	-	-	1,005,676
– Single premiums	-	-	15,843	-	-	264	-	8,324	135	-	-	-	24,566
Total	613,550	696	434,725	-	-	264	971	1,438,756	15,907	2,532	-	-	2,507,401
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	613,550	696	434,725	-	-	264	971	1,438,756	15,907	2,532	-	-	2,507,401
Break-up of the commission by distribution network													
Individual agents	225,513	441	163,428	-	-	264	642	327,480	9,388	2,226	-	-	729,382
Corporate agents	291,955	252	218,488	-	-	-	292	1,103,219	4,348	206	-	-	1,618,760
Brokers	95,858	3	52,670	-	-	-	37	8,018	2,172	100	-	-	158,858
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	223	-	94	-	-	-	-	39	-	-	-	-	356
Web Aggregators license	1	-	44	-	-	-	-	-	-	-	-	-	45
Total Commission	613,550	696	434,724	-	-	264	971	1,438,756	15,908	2,532	-	-	2,507,401

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.