

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Consolidated condensed financial statements

SCHEDULE - 2

COMMISSION EXPENSES

For the half year ended September 30, 2019

(₹ '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	702,040	-	1,101,868	-	-	-	8,650	2,785,207	369	(35)	-	-	4,598,099
– Renewal premiums	496,241	488	248,693	-	-	-	3,818	948,692	6,584	1,600	-	-	1,706,116
– Single premiums	-	-	244,810	-	-	34,771	4	9,440	129	-	118	-	289,272
Total	1,198,281	488	1,595,371	-	-	34,771	12,472	3,743,339	7,082	1,565	118	-	6,593,487
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	1,198,281	488	1,595,371	-	-	34,771	12,472	3,743,339	7,082	1,565	118	-	6,593,487
Break-up of the commission by distribution network													
Individual agents	631,770	400	403,527	-	-	8,944	4,918	547,215	4,593	1,405	45	-	1,602,817
Corporate agents	344,032	87	903,345	-	-	24,988	7,061	3,188,359	2,196	97	-	-	4,470,165
Brokers	218,904	1	188,943	-	-	77	383	6,636	293	63	73	-	415,373
Insurance Marketing Firm	3,575	-	1,850	-	-	762	32	1,025	-	-	-	-	7,244
Web Aggregators	-	-	97,706	-	-	-	78	104	-	-	-	-	97,888
Total Commission	1,198,281	488	1,595,371	-	-	34,771	12,472	3,743,339	7,082	1,565	118	-	6,593,487

For the half year ended September 30, 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	564,076	-	395,786	-	-	-	10,820	3,875,764	729	(28)	-	-	4,847,147
– Renewal premiums	458,088	570	343,955	-	-	-	3,289	888,828	10,702	2,267	-	-	1,707,699
– Single premiums	-	-	172,912	-	-	6,929	-	11,520	305	-	58	-	191,724
Total	1,022,164	570	912,653	-	-	6,929	14,109	4,776,112	11,736	2,239	58	-	6,746,570
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	1,022,164	570	912,653	-	-	6,929	14,109	4,776,112	11,736	2,239	58	-	6,746,570
Break-up of the commission by distribution network													
Individual agents	446,065	457	255,736	-	-	832	6,651	698,841	8,229	1,995	16	-	1,418,822
Corporate agents	361,565	94	531,770	-	-	6,060	6,922	4,068,719	2,805	157	-	-	4,978,082
Brokers	212,814	19	101,505	-	-	37	436	7,799	702	87	42	-	323,441
Insurance Marketing Firm	1,730	-	728	-	-	-	5	753	-	-	-	-	3,216
Web Aggregators	-	-	22,914	-	-	-	95	-	-	-	-	-	23,009
Total Commission	1,022,164	570	912,653	-	-	6,929	14,109	4,776,112	11,736	2,239	58	-	6,746,570

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Consolidated condensed financial statements

SCHEDULE - 2
COMMISSION EXPENSES

For the quarter ended September 30, 2019

(₹ '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	427,199	-	671,902	-	-	-	4,549	1,712,033	169	(35)	-	-	2,815,817
- Renewal premiums	294,596	244	140,831	-	-	-	2,234	527,137	3,514	848	-	-	969,404
- Single premiums	-	-	136,886	-	-	18,105	3	4,788	56	-	45	-	159,883
Total	721,795	244	949,619	-	-	18,105	6,786	2,243,958	3,739	813	45	-	3,945,104
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	721,795	244	949,619	-	-	18,105	6,786	2,243,958	3,739	813	45	-	3,945,104
Break-up of the commission by distribution network													
Individual agents	389,765	203	230,540	-	-	5,034	2,617	281,523	2,379	731	45	-	912,837
Corporate agents	210,511	40	563,995	-	-	12,595	3,919	1,958,125	1,229	49	-	-	2,750,463
Brokers	119,619	1	101,771	-	-	48	212	3,452	131	33	-	-	225,267
Insurance Marketing Firm	1,900	-	875	-	-	4	4	766	-	-	-	-	3,973
Web Aggregators	-	-	52,438	-	-	-	34	92	-	-	-	-	52,564
Total Commission	721,795	244	949,619	-	-	18,105	6,786	2,243,958	3,739	813	45	-	3,945,104

For the quarter ended September 30, 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	Linked Group Pension	Total
Commission													
Direct - First year premiums	281,277	(14)	228,481	-	-	-	5,204	2,335,670	410	(6)	-	-	2,851,022
- Renewal premiums	279,607	283	203,091	-	-	-	1,886	502,760	5,841	1,224	-	-	994,692
- Single premiums	-	-	97,012	-	-	1,784	-	6,310	45	-	50	-	105,201
Total	560,884	269	528,584	-	-	1,784	7,090	2,844,740	6,296	1,218	50	-	3,950,915
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	560,884	269	528,584	-	-	1,784	7,090	2,844,740	6,296	1,218	50	-	3,950,915
Break-up of the commission by distribution network													
Individual agents	257,989	224	137,061	-	-	298	3,509	400,489	4,240	1,086	8	-	804,904
Corporate agents	185,381	45	327,097	-	-	1,457	3,311	2,440,420	1,720	86	-	-	2,959,517
Brokers	117,380	-	51,164	-	-	29	221	3,831	336	46	42	-	173,049
Insurance Marketing Firm	134	-	292	-	-	-	1	-	-	-	-	-	427
Web Aggregators	-	-	12,970	-	-	-	48	-	-	-	-	-	13,018
Total Commission	560,884	269	528,584	-	-	1,784	7,090	2,844,740	6,296	1,218	50	-	3,950,915