

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Condensed financial statements

SCHEDULE - 2

COMMISSION EXPENSES

For the nine months ended December 31, 2014

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Commission										
Direct – First year premiums	920,659	(4)	14,986	-	-	1,429,697	4,683	486	-	2,370,507
– Renewal premiums	251,311	1,541	579,555	-	3,374	446,858	56,588	14,593	-	1,353,820
– Single premiums	-	-	822	2,505	-	8,643	1,212	-	47	13,229
Total	1,171,970	1,537	595,363	2,505	3,374	1,885,198	62,483	15,079	47	3,737,556
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	1,171,970	1,537	595,363	2,505	3,374	1,885,198	62,483	15,079	47	3,737,556
Break-up of the commission by distribution network										
Individual agents	448,329	1,313	118,933	809	2,339	365,970	31,685	13,427	-	982,805
Corporate agents	589,976	213	395,718	1,669	926	1,486,220	25,497	966	-	2,501,185
Brokers	133,665	11	80,712	27	109	33,008	5,301	686	47	253,566
Total Commission	1,171,970	1,537	595,363	2,505	3,374	1,885,198	62,483	15,079	47	3,737,556

For the nine months ended December 31, 2013

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Commission										
Direct – First year premiums	723,180	-	1,423,452	-	1,184	1,447,827	9,287	26,245	6	3,631,181
– Renewal premiums	140,283	2,109	412,688	-	3,250	299,621	84,100	14,867	-	956,918
– Single premiums	-	-	3,097	616	-	8,241	496	-	-	12,450
Total	863,463	2,109	1,839,237	616	4,434	1,755,689	93,883	41,112	6	4,600,549
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	863,463	2,109	1,839,237	616	4,434	1,755,689	93,883	41,112	6	4,600,549
Break-up of the commission by distribution network										
Individual agents	463,001	1,667	492,049	237	3,222	264,534	39,807	36,918	6	1,301,441
Corporate agents	335,015	431	1,061,877	366	1,011	1,469,849	40,864	1,864	-	2,911,277
Brokers	65,447	11	285,311	13	201	21,306	13,212	2,330	-	387,831
Total Commission	863,463	2,109	1,839,237	616	4,434	1,755,689	93,883	41,112	6	4,600,549

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Condensed financial statements

SCHEDULE – 2 (Continued)

COMMISSION EXPENSES

For the quarter ended December 31, 2014

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Commission										
Direct – First year premiums	299,460	(2)	22,170	-	(1)	619,126	1,453	(22)	-	942,184
– Renewal premiums	131,996	652	200,324	-	1,136	186,454	13,469	4,425	-	538,456
– Single premiums	-	-	266	805	-	3,585	121	-	11	4,788
Total	431,456	650	222,760	805	1,135	809,165	15,043	4,403	11	1,485,428
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	431,456	650	222,760	805	1,135	809,165	15,043	4,403	11	1,485,428
Break-up of the commission by distribution network										
Individual agents	169,592	558	56,178	151	765	169,761	8,422	3,980	-	409,407
Corporate agents	217,258	87	137,797	638	333	633,424	5,230	252	-	995,019
Brokers	44,606	5	28,785	16	37	5,980	1,391	171	11	81,002
Total Commission	431,456	650	222,760	805	1,135	809,165	15,043	4,403	11	1,485,428

For the quarter ended December 31, 2013

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Commission										
Direct – First year premiums	463,066	-	52,458	-	214	552,442	2,845	6,170	-	1,077,195
– Renewal premiums	61,238	698	203,852	-	1,292	137,963	21,959	5,578	-	432,580
– Single premiums	-	-	426	366	-	2,965	135	-	-	3,892
Total	524,304	698	256,736	366	1,506	693,370	24,939	11,748	-	1,513,667
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
Net Commission	524,304	698	256,736	366	1,506	693,370	24,939	11,748	-	1,513,667
Break-up of the commission by distribution network										
Individual agents	230,124	606	83,605	160	1,083	112,198	13,183	10,866	-	451,825
Corporate agents	256,054	88	143,988	213	376	574,303	8,978	433	-	984,433
Brokers	38,126	4	29,143	(7)	47	6,869	2,778	449	-	77,409
Total Commission	524,304	698	256,736	366	1,506	693,370	24,939	11,748	-	1,513,667