

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Consolidated financial statements

SCHEDULE - 2

COMMISSION EXPENSES

For the year ended March 31, 2015

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
<b>Commission</b>										
Direct – First year premiums	1,302,568	(10)	47,439	-	54	2,183,204	7,642	426	-	<b>3,541,323</b>
– Renewal premiums	385,131	2,968	803,975	-	4,508	681,947	76,024	18,752	-	<b>1,973,305</b>
– Single premiums	-	-	1,640	2,470	-	12,021	914	-	50	<b>17,095</b>
<b>Total</b>	<b>1,687,699</b>	<b>2,958</b>	<b>853,054</b>	<b>2,470</b>	<b>4,562</b>	<b>2,877,172</b>	<b>84,580</b>	<b>19,178</b>	<b>50</b>	<b>5,531,723</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>1,687,699</b>	<b>2,958</b>	<b>853,054</b>	<b>2,470</b>	<b>4,562</b>	<b>2,877,172</b>	<b>84,580</b>	<b>19,178</b>	<b>50</b>	<b>5,531,723</b>
<b>Break-up of the commission by distribution network</b>										
Individual agents	618,850	2,524	182,638	937	3,095	605,623	43,647	17,028	-	<b>1,474,342</b>
Corporate agents	863,027	419	549,229	1,506	1,309	2,233,203	32,370	1,283	-	<b>3,682,346</b>
Brokers	205,822	15	121,187	27	158	38,346	8,563	867	50	<b>375,035</b>
<b>Total Commission</b>	<b>1,687,699</b>	<b>2,958</b>	<b>853,054</b>	<b>2,470</b>	<b>4,562</b>	<b>2,877,172</b>	<b>84,580</b>	<b>19,178</b>	<b>50</b>	<b>5,531,723</b>

For the year ended March 31, 2014

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
<b>Commission</b>										
Direct – First year premiums	1,297,549	-	1,441,015	-	1,210	1,912,818	17,828	26,755	6	<b>4,697,181</b>
– Renewal premiums	222,500	3,376	686,875	-	4,794	501,356	119,300	23,444	-	<b>1,561,645</b>
– Single premiums	-	-	3,610	1,266	-	10,341	746	-	61	<b>16,024</b>
<b>Total</b>	<b>1,520,049</b>	<b>3,376</b>	<b>2,131,500</b>	<b>1,266</b>	<b>6,004</b>	<b>2,424,515</b>	<b>137,874</b>	<b>50,199</b>	<b>67</b>	<b>6,274,850</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>1,520,049</b>	<b>3,376</b>	<b>2,131,500</b>	<b>1,266</b>	<b>6,004</b>	<b>2,424,515</b>	<b>137,874</b>	<b>50,199</b>	<b>67</b>	<b>6,274,850</b>
<b>Break-up of the commission by distribution network</b>										
Individual agents	741,134	2,836	590,416	897	4,301	443,108	63,925	45,140	6	<b>1,891,763</b>
Corporate agents	626,854	526	1,221,035	350	1,450	1,950,262	54,421	2,346	-	<b>3,857,244</b>
Brokers	152,061	14	320,049	19	253	31,145	19,528	2,713	61	<b>525,843</b>
<b>Total Commission</b>	<b>1,520,049</b>	<b>3,376</b>	<b>2,131,500</b>	<b>1,266</b>	<b>6,004</b>	<b>2,424,515</b>	<b>137,874</b>	<b>50,199</b>	<b>67</b>	<b>6,274,850</b>

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

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Consolidated financial statements

SCHEDULE - 2 (Continued)

COMMISSION EXPENSES

For the quarter ended March 31, 2015

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
<b>Commission</b>										
Direct – First year premiums	381,909	(6)	32,453	-	54	753,507	2,959	(60)	-	1,170,816
– Renewal premiums	133,820	1,427	224,420	-	1,134	235,089	19,436	4,159	-	619,485
– Single premiums	-	-	818	(35)	-	3,378	(298)	-	3	3,866
<b>Total</b>	<b>515,729</b>	<b>1,421</b>	<b>257,691</b>	<b>(35)</b>	<b>1,188</b>	<b>991,974</b>	<b>22,097</b>	<b>4,099</b>	<b>3</b>	<b>1,794,167</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>515,729</b>	<b>1,421</b>	<b>257,691</b>	<b>(35)</b>	<b>1,188</b>	<b>991,974</b>	<b>22,097</b>	<b>4,099</b>	<b>3</b>	<b>1,794,167</b>
<b>Break-up of the commission by distribution network</b>										
Individual agents	170,521	1,211	63,705	128	756	239,653	11,962	3,601	-	491,537
Corporate agents	273,051	206	153,511	(163)	383	746,983	6,873	317	-	1,181,161
Brokers	72,157	4	40,475	-	49	5,338	3,262	181	3	121,469
Referral	-	-	-	-	-	-	-	-	-	-
<b>Total Commission</b>	<b>515,729</b>	<b>1,421</b>	<b>257,691</b>	<b>(35)</b>	<b>1,188</b>	<b>991,974</b>	<b>22,097</b>	<b>4,099</b>	<b>3</b>	<b>1,794,167</b>

For the quarter ended March 31, 2014

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
<b>Commission</b>										
Direct – First year premiums	574,369	-	17,563	-	26	464,991	8,541	510	-	1,066,000
– Renewal premiums	82,217	1,267	274,187	-	1,544	201,735	35,200	8,577	-	604,727
– Single premiums	-	-	513	650	-	2,100	250	-	61	3,574
<b>Total</b>	<b>656,586</b>	<b>1,267</b>	<b>292,263</b>	<b>650</b>	<b>1,570</b>	<b>668,826</b>	<b>43,991</b>	<b>9,087</b>	<b>61</b>	<b>1,674,301</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>656,586</b>	<b>1,267</b>	<b>292,263</b>	<b>650</b>	<b>1,570</b>	<b>668,826</b>	<b>43,991</b>	<b>9,087</b>	<b>61</b>	<b>1,674,301</b>
<b>Break-up of the commission by distribution network</b>										
Individual agents	278,133	1,169	98,367	660	1,079	178,574	24,118	8,222	-	590,322
Corporate agents	291,839	95	159,158	(16)	439	480,413	13,557	482	-	945,967
Brokers	86,614	3	34,738	6	52	9,839	6,316	383	61	138,012
Referral	-	-	-	-	-	-	-	-	-	-
<b>Total Commission</b>	<b>656,586</b>	<b>1,267</b>	<b>292,263</b>	<b>650</b>	<b>1,570</b>	<b>668,826</b>	<b>43,991</b>	<b>9,087</b>	<b>61</b>	<b>1,674,301</b>