

ICICI Prudential Life Insurance Company Limited

Schedules forming part of consolidated financial statements

SCHEDULE - 2  
COMMISSION EXPENSES

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
<b>Commission</b>												
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
<b>Total</b>	<b>1,910,304</b>	<b>1,663</b>	<b>1,404,376</b>	<b>25</b>	<b>-</b>	<b>1,633</b>	<b>3,399</b>	<b>4,215,795</b>	<b>44,851</b>	<b>7,114</b>	<b>-</b>	<b>7,589,160</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>1,910,304</b>	<b>1,663</b>	<b>1,404,376</b>	<b>25</b>	<b>-</b>	<b>1,633</b>	<b>3,399</b>	<b>4,215,795</b>	<b>44,851</b>	<b>7,114</b>	<b>-</b>	<b>7,589,160</b>
<b>Break-up of the commission by distribution network</b>												
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
Referral	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	863	-	151	-	-	-	-	39	-	-	-	1,053
Web Aggregators	1	-	64	-	-	-	-	-	-	-	-	65
<b>Total Commission</b>	<b>1,910,304</b>	<b>1,663</b>	<b>1,404,376</b>	<b>25</b>	<b>-</b>	<b>1,633</b>	<b>3,399</b>	<b>4,215,795</b>	<b>44,851</b>	<b>7,114</b>	<b>-</b>	<b>7,589,159</b>

For the year ended March 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
<b>Commission</b>												
Direct – First year premiums	1,273,258	-	179,360	-	-	-	69	2,286,143	5,416	(127)	-	3,744,119
– Renewal premiums	538,293	3,078	790,457	-	-	-	3,846	1,010,391	46,173	10,032	-	2,402,270
– Single premiums	-	-	29,843	-	-	1,593	-	20,290	1,152	-	501	53,379
<b>Total</b>	<b>1,811,551</b>	<b>3,078</b>	<b>999,660</b>	<b>-</b>	<b>-</b>	<b>1,593</b>	<b>3,915</b>	<b>3,316,824</b>	<b>52,741</b>	<b>9,905</b>	<b>501</b>	<b>6,199,768</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>1,811,551</b>	<b>3,078</b>	<b>999,660</b>	<b>-</b>	<b>-</b>	<b>1,593</b>	<b>3,915</b>	<b>3,316,824</b>	<b>52,741</b>	<b>9,905</b>	<b>501</b>	<b>6,199,768</b>
<b>Break-up of the commission by distribution network</b>												
Individual agents	658,977	2,326	263,300	-	-	673	2,620	664,251	28,888	8,803	301	1,630,139
Corporate agents	925,615	748	606,566	-	-	744	1,160	2,627,981	18,074	708	-	4,181,596
Brokers	226,959	4	129,794	-	-	176	135	24,592	5,779	394	200	388,033
Referral	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	-	-	-	-	-	-	-	-	-	-	-	-
Web Aggregators	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Commission</b>	<b>1,811,551</b>	<b>3,078</b>	<b>999,660</b>	<b>-</b>	<b>-</b>	<b>1,593</b>	<b>3,915</b>	<b>3,316,824</b>	<b>52,741</b>	<b>9,905</b>	<b>501</b>	<b>6,199,768</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, 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
<b>Commission</b>												
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
<b>Total</b>	<b>613,550</b>	<b>696</b>	<b>434,725</b>	<b>-</b>	<b>-</b>	<b>264</b>	<b>971</b>	<b>1,438,756</b>	<b>15,907</b>	<b>2,532</b>	<b>-</b>	<b>2,507,401</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>613,550</b>	<b>696</b>	<b>434,725</b>	<b>-</b>	<b>-</b>	<b>264</b>	<b>971</b>	<b>1,438,756</b>	<b>15,907</b>	<b>2,532</b>	<b>-</b>	<b>2,507,401</b>
<b>Break-up of the commission by distribution network</b>												
Individual agents	225,513	441	163,428	-	-	264	642	327,480	9,387	2,226	-	729,381
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	1	-	44	-	-	-	-	-	-	-	-	45
<b>Total Commission</b>	<b>613,550</b>	<b>696</b>	<b>434,724</b>	<b>-</b>	<b>-</b>	<b>264</b>	<b>971</b>	<b>1,438,756</b>	<b>15,907</b>	<b>2,532</b>	<b>-</b>	<b>2,507,400</b>

For the quarter ended March 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
<b>Commission</b>												
Direct – First year premiums	481,559	7	101,293	-	-	-	-	717,756	1,874	(17)	-	1,302,472
– Renewal premiums	199,129	1,538	247,658	-	-	-	1,101	375,916	15,950	2,973	-	844,265
– Single premiums	-	-	16,682	-	-	364	-	6,651	226	-	300	24,223
<b>Total</b>	<b>680,688</b>	<b>1,545</b>	<b>365,633</b>	<b>-</b>	<b>-</b>	<b>364</b>	<b>1,101</b>	<b>1,100,323</b>	<b>18,050</b>	<b>2,956</b>	<b>300</b>	<b>2,170,960</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>680,688</b>	<b>1,545</b>	<b>365,633</b>	<b>-</b>	<b>-</b>	<b>364</b>	<b>1,101</b>	<b>1,100,323</b>	<b>18,050</b>	<b>2,956</b>	<b>300</b>	<b>2,170,960</b>
<b>Break-up of the commission by distribution network</b>												
Individual agents	241,646	1,347	139,784	-	-	258	718	271,086	10,162	2,622	100	667,723
Corporate agents	352,527	194	181,192	-	-	106	343	821,893	5,506	233	-	1,361,994
Brokers	86,515	4	44,657	-	-	-	40	7,344	2,382	101	200	141,243
Referral	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	-	-	-	-	-	-	-	-	-	-	-	-
Web Aggregators license	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Commission</b>	<b>680,688</b>	<b>1,545</b>	<b>365,633</b>	<b>-</b>	<b>-</b>	<b>364</b>	<b>1,101</b>	<b>1,100,323</b>	<b>18,050</b>	<b>2,956</b>	<b>300</b>	<b>2,170,960</b>