

ICICI Prudential Life Insurance Company Limited

Schedules forming part of condensed financial statements

FORM L-5- COMMISSION SCHEDULE  
COMMISSION EXPENSES

For the quarter ended December 31, 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
<b>Commission</b>													
Direct – First year premiums	487,921	-	700,062	-	-	-	3,498	1,989,679	674	(7)	-	-	3,181,827
– Renewal premiums	300,944	377	89,981	-	-	-	1,860	539,649	2,359	704	-	-	935,874
– Single premiums	-	-	141,022	-	-	13,833	-	3,936	205	-	11	-	159,007
<b>Total</b>	<b>788,865</b>	<b>377</b>	<b>931,065</b>	<b>-</b>	<b>-</b>	<b>13,833</b>	<b>5,358</b>	<b>2,533,264</b>	<b>3,238</b>	<b>697</b>	<b>11</b>	<b>-</b>	<b>4,276,708</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>788,865</b>	<b>377</b>	<b>931,065</b>	<b>-</b>	<b>-</b>	<b>13,833</b>	<b>5,358</b>	<b>2,533,264</b>	<b>3,238</b>	<b>697</b>	<b>11</b>	<b>-</b>	<b>4,276,708</b>
<b>Break-up of the commission by distribution network</b>													
Agents	484,638	312	232,175	-	-	2,929	1,881	291,522	2,570	656	12	-	1,016,695
Corporate agency	191,087	63	540,894	-	-	10,521	3,252	2,238,181	608	22	-	-	2,984,628
Brokers	111,389	2	96,609	-	-	103	204	3,510	60	19	(1)	-	211,895
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	1,747	-	1,082	-	-	280	2	(98)	-	-	-	-	3,014
Web Aggregators	3	-	60,304	-	-	-	20	149	-	-	-	-	60,476
<b>Total Commission</b>	<b>788,865</b>	<b>377</b>	<b>931,065</b>	<b>-</b>	<b>-</b>	<b>13,833</b>	<b>5,358</b>	<b>2,533,264</b>	<b>3,238</b>	<b>697</b>	<b>11</b>	<b>-</b>	<b>4,276,708</b>

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FORM L-5- COMMISSION SCHEDULE  
COMMISSION EXPENSES

For the nine month ended December 31, 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
<b>Commission</b>													
Direct – First year premiums	1,189,961	-	1,801,930	-	-	-	12,148	4,774,886	1,043	(42)	-	-	7,779,926
– Renewal premiums	797,185	865	338,674	-	-	-	5,678	1,488,341	8,943	2,304	-	-	2,641,990
– Single premiums	-	-	385,832	-	-	-	4	13,376	334	-	129	-	448,279
<b>Total</b>	<b>1,987,146</b>	<b>865</b>	<b>2,526,436</b>	<b>-</b>	<b>-</b>	<b>48,604</b>	<b>17,830</b>	<b>6,276,603</b>	<b>10,320</b>	<b>2,262</b>	<b>129</b>	<b>-</b>	<b>10,870,195</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>1,987,146</b>	<b>865</b>	<b>2,526,436</b>	<b>-</b>	<b>-</b>	<b>48,604</b>	<b>17,830</b>	<b>6,276,603</b>	<b>10,320</b>	<b>2,262</b>	<b>129</b>	<b>-</b>	<b>10,870,195</b>
<b>Break-up of the commission by distribution network</b>													
Agents	1,116,408	712	635,701	-	-	11,873	6,799	838,737	7,163	2,061	57	-	2,619,511
Corporate agency	535,119	150	1,444,240	-	-	35,509	10,313	5,426,540	2,804	119	-	-	7,454,794
Brokers	330,293	3	285,552	-	-	180	587	10,146	353	82	73	-	627,268
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	5,322	-	2,932	-	-	1,042	34	927	-	-	-	-	10,258
Web Aggregators	3	-	158,010	-	-	-	98	253	-	-	-	-	158,364
<b>Total Commission</b>	<b>1,987,146</b>	<b>865</b>	<b>2,526,436</b>	<b>-</b>	<b>-</b>	<b>48,604</b>	<b>17,830</b>	<b>6,276,603</b>	<b>10,320</b>	<b>2,262</b>	<b>129</b>	<b>-</b>	<b>10,870,195</b>

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For the quarter ended December 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	Linked Group Pension	Total
<b>Commission</b>													
Direct - First year premiums	331,815	-	300,309	-	-	-	4,180	2,038,487	650	(24)	-	-	2,675,417
- Renewal premiums	251,078	421	139,999	-	-	-	1,537	495,056	4,118	1,002	-	-	893,211
- Single premiums	-	-	86,499	-	-	8,638	-	7,346	311	-	48	-	102,842
<b>Total</b>	<b>582,893</b>	<b>421</b>	<b>526,807</b>	<b>-</b>	<b>-</b>	<b>8,638</b>	<b>5,717</b>	<b>2,540,889</b>	<b>5,079</b>	<b>978</b>	<b>48</b>	<b>-</b>	<b>3,671,470</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>582,893</b>	<b>421</b>	<b>526,807</b>	<b>-</b>	<b>-</b>	<b>8,638</b>	<b>5,717</b>	<b>2,540,889</b>	<b>5,079</b>	<b>978</b>	<b>48</b>	<b>-</b>	<b>3,671,470</b>
<b>Break-up of the commission by distribution network</b>													
Agents	307,246	368	138,138	-	-	739	2,560	319,939	3,534	885	8	-	773,417
Corporate agency	162,133	69	302,566	-	-	7,913	2,849	2,216,660	1,347	60	-	-	2,693,597
Brokers	113,075	(16)	62,821	-	-	(14)	252	4,310	198	33	40	-	180,699
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	439	-	732	-	-	-	14	(20)	-	-	-	-	1,165
Web Aggregators	-	-	22,550	-	-	-	42	-	-	-	-	-	22,592
<b>Total Commission</b>	<b>582,893</b>	<b>421</b>	<b>526,807</b>	<b>-</b>	<b>-</b>	<b>8,638</b>	<b>5,717</b>	<b>2,540,889</b>	<b>5,079</b>	<b>978</b>	<b>48</b>	<b>-</b>	<b>3,671,470</b>

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For the nine month ended December 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
<b>Commission</b>													
Direct – First year premiums	895,891	-	696,095	-	-	-	15,000	5,914,251	1,379	(52)	-	-	7,522,564
– Renewal premiums	709,166	991	483,954	-	-	-	4,826	1,383,884	14,820	3,269	-	-	2,600,910
– Single premiums	-	-	259,411	-	-	-	-	18,866	616	-	-	-	294,566
<b>Total</b>	<b>1,605,057</b>	<b>991</b>	<b>1,439,460</b>	<b>-</b>	<b>-</b>	<b>15,567</b>	<b>19,826</b>	<b>7,317,001</b>	<b>16,815</b>	<b>3,217</b>	<b>106</b>	<b>-</b>	<b>10,418,040</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>1,605,057</b>	<b>991</b>	<b>1,439,460</b>	<b>-</b>	<b>-</b>	<b>15,567</b>	<b>19,826</b>	<b>7,317,001</b>	<b>16,815</b>	<b>3,217</b>	<b>106</b>	<b>-</b>	<b>10,418,040</b>
<b>Break-up of the commission by distribution network</b>													
Agents	753,311	825	393,874	-	-	1,571	9,211	1,018,780	11,763	2,880	24	-	2,192,239
Corporate agency	523,688	163	834,336	-	-	13,973	9,771	6,285,379	4,152	217	-	-	7,671,679
Brokers	325,889	3	164,326	-	-	23	688	12,109	900	120	82	-	504,140
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	2,169	-	1,460	-	-	-	19	733	-	-	-	-	4,381
Web Aggregators	-	-	45,464	-	-	-	137	-	-	-	-	-	45,601
<b>Total Commission</b>	<b>1,605,057</b>	<b>991</b>	<b>1,439,460</b>	<b>-</b>	<b>-</b>	<b>15,567</b>	<b>19,826</b>	<b>7,317,001</b>	<b>16,815</b>	<b>3,217</b>	<b>106</b>	<b>-</b>	<b>10,418,040</b>