

Name of the Insurer: ICICI Prudential Life Insurance Company Limited  
Schedules forming part of consolidated condensed financial statements

FORM L-5- COMMISSION SCHEDULE  
COMMISSION EXPENSES

For the quarter ended June 30, 2020

(₹ '000)

| Particulars  | Par Life       | Par Pension | Non Par Life   | Non Par Pension | 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   | 268,932        | -           | 497,283        | -               | -                | -                        | -               | 7,371        | 447,771        | 213            | (7)           | -                 | -                    | 1,221,563        |
| - Renewal premiums   | 217,410        | 199         | 87,523         | -               | -                | -                        | -               | 1,767        | 407,450        | 1,652          | 532           | -                 | -                    | 716,533          |
| - Single premiums  | -              | -           | 31,514         | -               | -                | -                        | -               | 2            | 5,446          | 57             | -             | -                 | -                    | 63,501           |
| <b>Total</b>   | <b>486,342</b> | <b>199</b>  | <b>616,320</b> | <b>-</b>        | <b>-</b>         | <b>-</b>                 | <b>26,471</b>   | <b>9,140</b> | <b>860,667</b> | <b>1,922</b>   | <b>525</b>    | <b>11</b>         | <b>-</b>             | <b>2,001,597</b> |
| Add: Commission on re-insurance accepted                               | -              | -           | -              | -               | -                | -                        | -               | -            | -              | -              | -             | -                 | -                    | -                |
| Less: Commission on re-insurance ceded                                 | -              | -           | -              | -               | -                | -                        | -               | -            | -              | -              | -             | -                 | -                    | -                |
| <b>Net Commission (A)</b>  | <b>486,342</b> | <b>199</b>  | <b>616,320</b> | <b>-</b>        | <b>-</b>         | <b>-</b>                 | <b>26,471</b>   | <b>9,140</b> | <b>860,667</b> | <b>1,922</b>   | <b>525</b>    | <b>11</b>         | <b>-</b>             | <b>2,001,597</b> |
| Rewards and/or remuneration to agents, brokers or other intermediaries | 14,362         | -           | 36,494         | -               | -                | -                        | 750             | 54           | 14,019         | 97             | 23            | -                 | -                    | 65,799           |
| <b>Net Commission including rewards (A+B)</b>                          | <b>500,704</b> | <b>199</b>  | <b>652,814</b> | <b>-</b>        | <b>-</b>         | <b>-</b>                 | <b>27,221</b>   | <b>9,194</b> | <b>874,686</b> | <b>2,019</b>   | <b>548</b>    | <b>11</b>         | <b>-</b>             | <b>2,067,396</b> |
| <b>Break-up of the commission by distribution network</b>              |                |             |                |                 |                  |                          |                 |              |                |                |               |                   |                      |                  |
| Agents   | 265,766        | 159         | 200,363        | -               | -                | -                        | 4,663           | 1,714        | 179,160        | 1,446          | 477           | -                 | -                    | 653,749          |
| Brokers  | 82,108         | 0           | 87,335         | -               | -                | -                        | 190             | 121          | 2,391          | 18             | 19            | 11                | -                    | 172,193          |
| Corporate Agency   | 136,523        | 39          | 268,869        | -               | -                | -                        | 19,760          | 7,283        | 678,734        | 458            | 29            | -                 | -                    | 1,111,695        |
| Referral   | -              | -           | -              | -               | -                | -                        | -               | -            | -              | -              | -             | -                 | -                    | -                |
| Insurance Marketing Firm   | 1,712          | -           | 1,292          | -               | -                | -                        | 1,859           | 5            | 208            | -              | -             | -                 | -                    | 5,077            |
| Web Aggregators  | 232            | -           | 58,460         | -               | -                | -                        | -               | 16           | 174            | -              | -             | -                 | -                    | 58,882           |
| <b>Net Commission</b>  | <b>486,342</b> | <b>199</b>  | <b>616,320</b> | <b>-</b>        | <b>-</b>         | <b>-</b>                 | <b>26,471</b>   | <b>9,140</b> | <b>860,667</b> | <b>1,922</b>   | <b>525</b>    | <b>11</b>         | <b>-</b>             | <b>2,001,597</b> |

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| Particulars  | Par Life       | Par Pension | Non Par Life   | Non Par Pension | 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   | 274,841        | -           | 429,966        | -               | -                | -                        | -               | 4,101        | 1,073,174        | 200            | -             | -                 | -                    | 1,782,282        |
| - Renewal premiums   | 201,645        | 244         | 107,862        | -               | -                | -                        | -               | 1,584        | 421,555          | 3,070          | 752           | -                 | -                    | 736,712          |
| - Single premiums  | -              | -           | 107,924        | -               | -                | -                        | -               | 1            | 4,652            | 73             | -             | 73                | -                    | 129,389          |
| <b>Total</b>   | <b>476,486</b> | <b>244</b>  | <b>645,752</b> | <b>-</b>        | <b>-</b>         | <b>-</b>                 | <b>16,666</b>   | <b>5,686</b> | <b>1,499,381</b> | <b>3,343</b>   | <b>752</b>    | <b>73</b>         | <b>-</b>             | <b>2,648,383</b> |
| Add: Commission on re-insurance accepted                               | -              | -           | -              | -               | -                | -                        | -               | -            | -                | -              | -             | -                 | -                    | -                |
| Less: Commission on re-insurance ceded                                 | -              | -           | -              | -               | -                | -                        | -               | -            | -                | -              | -             | -                 | -                    | -                |
| <b>Net Commission (A)</b>  | <b>476,486</b> | <b>244</b>  | <b>645,752</b> | <b>-</b>        | <b>-</b>         | <b>-</b>                 | <b>16,666</b>   | <b>5,686</b> | <b>1,499,381</b> | <b>3,343</b>   | <b>752</b>    | <b>73</b>         | <b>-</b>             | <b>2,648,383</b> |
| Rewards and/or remuneration to agents, brokers or other intermediaries | 25,707         | -           | 43,903         | -               | -                | -                        | 714             | 234          | 49,495           | 353            | 83            | -                 | -                    | 120,469          |
| <b>Net Commission including rewards (A+B)</b>                          | <b>502,193</b> | <b>244</b>  | <b>689,655</b> | <b>-</b>        | <b>-</b>         | <b>-</b>                 | <b>17,380</b>   | <b>5,920</b> | <b>1,548,876</b> | <b>3,696</b>   | <b>815</b>    | <b>73</b>         | <b>-</b>             | <b>2,768,852</b> |
| <b>Break-up of the commission by distribution network</b>              |                |             |                |                 |                  |                          |                 |              |                  |                |               |                   |                      |                  |
| Agents   | 242,005        | 197         | 172,987        | -               | -                | -                        | 3,910           | 2,301        | 265,692          | 2,214          | 674           | -                 | -                    | 689,980          |
| Brokers  | 99,285         | -           | 87,172         | -               | -                | -                        | 29              | 171          | 3,184            | 162            | 30            | 73                | -                    | 190,106          |
| Corporate Agency   | 133,521        | 47          | 339,350        | -               | -                | -                        | 12,393          | 3,142        | 1,230,234        | 967            | 48            | -                 | -                    | 1,719,702        |
| Referral   | -              | -           | -              | -               | -                | -                        | -               | -            | -                | -              | -             | -                 | -                    | -                |
| Insurance Marketing Firm   | 1,675          | -           | 975            | -               | -                | -                        | 334             | 28           | 259              | -              | -             | -                 | -                    | 3,271            |
| Web Aggregators  | -              | -           | 45,268         | -               | -                | -                        | -               | 44           | 12               | -              | -             | -                 | -                    | 45,324           |
| <b>Net Commission</b>  | <b>476,486</b> | <b>244</b>  | <b>645,752</b> | <b>-</b>        | <b>-</b>         | <b>-</b>                 | <b>16,666</b>   | <b>5,686</b> | <b>1,499,381</b> | <b>3,343</b>   | <b>752</b>    | <b>73</b>         | <b>-</b>             | <b>2,648,383</b> |