

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, 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	Linked Group Pension	Total
<b>Commission</b>														
Direct – First year premiums	537,866	-	715,464	-	-	-	-	5,870	1,079,464	410	-	-	-	2,339,074
– Renewal premiums	331,819	348	139,477	-	-	-	-	1,999	541,331	1,599	581	-	-	1,017,154
– Single premiums	-	-	178,802	-	(76)	-	76,010	1	5,513	327	-	33	-	260,610
<b>Total</b>	<b>869,685</b>	<b>348</b>	<b>1,033,743</b>	<b>-</b>	<b>(76)</b>	<b>-</b>	<b>76,010</b>	<b>7,870</b>	<b>1,626,308</b>	<b>2,336</b>	<b>581</b>	<b>33</b>	<b>-</b>	<b>3,616,838</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>869,685</b>	<b>348</b>	<b>1,033,743</b>	<b>-</b>	<b>(76)</b>	<b>-</b>	<b>76,010</b>	<b>7,870</b>	<b>1,626,308</b>	<b>2,336</b>	<b>581</b>	<b>33</b>	<b>-</b>	<b>3,616,838</b>
Rewards and/or remuneration to agents, brokers or other intermediaries	53,631	-	83,503	-	-	-	5,967	515	99,510	500	138	-	-	243,764
<b>Net Commission including rewards (A+B)</b>	<b>923,316</b>	<b>348</b>	<b>1,117,246</b>	<b>-</b>	<b>(76)</b>	<b>-</b>	<b>81,977</b>	<b>8,385</b>	<b>1,725,818</b>	<b>2,836</b>	<b>719</b>	<b>33</b>	<b>-</b>	<b>3,860,602</b>
<b>Break-up of the commission by distribution network</b>														
Agents	540,409	289	290,673	-	-	-	15,293	2,447	237,473	1,980	542	20	-	1,089,126
Brokers	102,091	1	115,784	-	(76)	-	598	104	2,169	15	16	13	-	220,715
Corporate agency	225,025	58	588,373	-	-	-	59,407	5,309	1,386,132	341	23	-	-	2,264,668
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	1,839	-	1,315	-	-	-	712	3	390	-	-	-	-	4,259
Web Aggregators	321	-	35,759	-	-	-	-	7	144	-	-	-	-	36,231
Micro Insurance Agents	-	-	1,839	-	-	-	-	-	-	-	-	-	-	1,839
<b>Total Commission</b>	<b>869,685</b>	<b>348</b>	<b>1,033,743</b>	<b>-</b>	<b>(76)</b>	<b>-</b>	<b>76,010</b>	<b>7,870</b>	<b>1,626,308</b>	<b>2,336</b>	<b>581</b>	<b>33</b>	<b>-</b>	<b>3,616,838</b>

ICICI Prudential Life Insurance Company Limited

Schedules forming part of condensed financial statements  
FORM L-5- COMMISSION SCHEDULE  
COMMISSION EXPENSES

For the nine months ended December 31, 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	1,282,863	-	1,915,432	-	-	-	-	19,481	2,481,087	887	(17)	-	-	<b>5,699,733</b>
– Renewal premiums	891,913	779	356,615	-	-	-	-	5,913	1,477,614	4,893	1,784	-	-	<b>2,739,511</b>
– Single premiums	-	-	350,515	-	-	-	162,489	13	19,351	424	-	169	-	<b>532,961</b>
<b>Total</b>	<b>2,174,776</b>	<b>779</b>	<b>2,622,562</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>162,489</b>	<b>25,407</b>	<b>3,978,052</b>	<b>6,204</b>	<b>1,767</b>	<b>169</b>	<b>-</b>	<b>8,972,205</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission (A)</b>	<b>2,174,776</b>	<b>779</b>	<b>2,622,562</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>162,489</b>	<b>25,407</b>	<b>3,978,052</b>	<b>6,204</b>	<b>1,767</b>	<b>169</b>	<b>-</b>	<b>8,972,205</b>
Rewards and/or remuneration to agents, brokers or other intermediaries	98,818	-	183,951	-	-	-	9,236	863	160,263	837	228	-	-	<b>454,196</b>
<b>Net Commission including rewards (A+B)</b>	<b>2,273,594</b>	<b>779</b>	<b>2,806,513</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>171,725</b>	<b>26,270</b>	<b>4,138,315</b>	<b>7,041</b>	<b>1,995</b>	<b>169</b>	<b>-</b>	<b>9,426,401</b>
<b>Break-up of the commission by distribution network</b>														
Agents	1,274,509	642	770,058	-	-	-	31,789	6,527	625,958	5,021	1,626	27	-	<b>2,716,157</b>
Brokers	296,852	2	316,382	-	-	-	1,489	390	7,128	45	58	29	-	<b>622,375</b>
Corporate Agency	596,267	135	1,386,139	-	-	-	123,850	18,438	3,343,206	1,138	83	113	-	<b>5,469,369</b>
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	6,307	-	3,872	-	-	-	5,361	12	1,255	-	-	-	-	<b>16,807</b>
Web Aggregators	841	-	144,078	-	-	-	-	40	505	-	-	-	-	<b>145,464</b>
Micro Insurance Agents	-	-	2,033	-	-	-	-	-	-	-	-	-	-	<b>2,033</b>
<b>Net Commission</b>	<b>2,174,776</b>	<b>779</b>	<b>2,622,562</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>162,489</b>	<b>25,407</b>	<b>3,978,052</b>	<b>6,204</b>	<b>1,767</b>	<b>169</b>	<b>-</b>	<b>8,972,205</b>

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FORM L-5- COMMISSION SCHEDULE  
COMMISSION EXPENSES

For the quarter ended December 31, 2019

(₹ '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	Linked Group Pension	Total
<b>Commission</b>														
Direct – First year premiums	487,921	-	700,062	-	-	-	-	3,498	1,989,679	674	(7)	-	-	<b>3,181,827</b>
– Renewal premiums	300,944	377	89,981	-	-	-	-	1,860	539,649	2,359	704	-	-	<b>935,874</b>
– Single premiums	-	-	141,022	-	-	-	13,833	-	3,936	205	-	11	-	<b>159,007</b>
<b>Total</b>	<b>788,865</b>	<b>377</b>	<b>931,065</b>	<b>-</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>-</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>
Rewards and/or remuneration to agents, brokers or other intermediaries	28,543	-	54,376	-	-	-	471	172	73,606	408	83	-	-	<b>157,659</b>
<b>Net Commission including rewards (A+B)</b>	<b>817,408</b>	<b>377</b>	<b>985,441</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>14,304</b>	<b>5,530</b>	<b>2,606,870</b>	<b>3,646</b>	<b>780</b>	<b>11</b>	<b>-</b>	<b>4,434,367</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	-	<b>1,016,695</b>
Brokers	111,389	2	96,609	-	-	-	103	204	3,510	60	19	(1)	-	<b>211,895</b>
Corporate agency	191,087	63	540,894	-	-	-	10,521	3,252	2,238,181	608	22	-	-	<b>2,984,628</b>
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	1,747	-	1,082	-	-	-	280	2	(98)	-	-	-	-	<b>3,014</b>
Web Aggregators	3	-	60,304	-	-	-	-	20	149	-	-	-	-	<b>60,476</b>
Micro Insurance Agents	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Commission</b>	<b>788,865</b>	<b>377</b>	<b>931,065</b>	<b>-</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 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	1,189,961	-	1,801,930	-	-	-	-	12,148	4,774,886	1,043	(42)	-	-	<b>7,779,926</b>
– Renewal premiums	797,185	865	338,674	-	-	-	-	5,678	1,488,341	8,943	2,304	-	-	<b>2,641,990</b>
– Single premiums	-	-	385,832	-	-	-	48,604	4	13,376	334	-	129	-	<b>448,279</b>
<b>Total</b>	<b>1,987,146</b>	<b>865</b>	<b>2,526,436</b>	<b>-</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 (A)</b>	<b>1,987,146</b>	<b>865</b>	<b>2,526,436</b>	<b>-</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>
Rewards and/or remuneration to agents, brokers or other intermediaries	102,592	-	181,495	-	-	-	2,566	838	268,096	1,664	319	-	-	<b>557,570</b>
<b>Net Commission including rewards (A+B)</b>	<b>2,089,738</b>	<b>865</b>	<b>2,707,931</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>51,170</b>	<b>18,668</b>	<b>6,544,699</b>	<b>11,984</b>	<b>2,581</b>	<b>129</b>	<b>-</b>	<b>11,427,765</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
Brokers	330,293	3	285,552	-	-	-	180	587	10,146	353	82	73	-	627,268
Corporate Agency	535,119	150	1,444,240	-	-	-	35,509	10,313	5,426,540	2,804	119	-	-	7,454,794
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	5,322	-	2,932	-	-	-	1,042	34	927	-	-	-	-	10,258
Web Aggregators	3	-	158,010	-	-	-	-	98	253	-	-	-	-	158,364
Micro Insurance Agents	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>1,987,146</b>	<b>865</b>	<b>2,526,436</b>	<b>-</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>