

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 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
Commission														
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
Total	869,685	348	1,033,743	-	(76)	-	76,010	7,870	1,626,308	2,336	581	33	-	3,616,838
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	869,685	348	1,033,743	-	(76)	-	76,010	7,870	1,626,308	2,336	581	33	-	3,616,838
Rewards and/or remuneration to agents, brokers or other intermediaries	53,631	-	83,503	-	-	-	5,967	515	99,510	500	138	-	-	243,764
Net Commission including rewards (A+B)	923,316	348	1,117,246	-	(76)	-	81,977	8,385	1,725,818	2,836	719	33	-	3,860,602
Break-up of the commission by distribution network														
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
Total Commission	869,685	348	1,033,743	-	(76)	-	76,010	7,870	1,626,308	2,336	581	33	-	3,616,838

ICICI Prudential Life Insurance Company Limited

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

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Schedules forming part of consolidated 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 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
Commission														
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
Total	788,865	377	931,065	-	-	-	13,833	5,358	2,533,264	3,238	697	11	-	4,276,708
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	788,865	377	931,065	-	-	-	13,833	5,358	2,533,264	3,238	697	11	-	4,276,708
Rewards and/or remuneration to agents, brokers or other intermediaries	28,543	-	54,376	-	-	-	471	172	73,606	408	83	-	-	157,659
Net Commission including rewards (A+B)	817,408	377	985,441	-	-	-	14,304	5,530	2,606,870	3,646	780	11	-	4,434,367
Break-up of the commission by distribution network														
Agents	484,638	312	232,175	-	-	-	2,929	1,881	291,522	2,570	656	12	-	1,016,695
Brokers	111,389	2	96,609	-	-	-	103	204	3,510	60	19	(1)	-	211,895
Corporate agency	191,087	63	540,894	-	-	-	10,521	3,252	2,238,181	608	22	-	-	2,984,628
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	1,747	-	1,082	-	-	-	280	2	(98)	-	-	-	-	3,014
Web Aggregators	3	-	60,304	-	-	-	-	20	149	-	-	-	-	60,476
Micro Insurance Agents	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Commission	788,865	377	931,065	-	-	-	13,833	5,358	2,533,264	3,238	697	11	-	4,276,708

ICICI Prudential Life Insurance Company Limited

Schedules forming part of consolidated condensed financial statements
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
Commission														
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	-	-	-	48,604	4	13,376	334	-	129	-	448,279
Total	1,987,146	865	2,526,436	-	-	-	48,604	17,830	6,276,603	10,320	2,262	129	-	10,870,195
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission (A)	1,987,146	865	2,526,436	-	-	-	48,604	17,830	6,276,603	10,320	2,262	129	-	10,870,195
Rewards and/or remuneration to agents, brokers or other intermediaries	102,592	-	181,495	-	-	-	2,566	838	268,096	1,664	319	-	-	557,570
Net Commission including rewards (A+B)	2,089,738	865	2,707,931	-	-	-	51,170	18,668	6,544,699	11,984	2,581	129	-	11,427,765
Break-up of the commission by distribution network														
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	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	1,987,146	865	2,526,436	-	-	-	48,604	17,830	6,276,603	10,320	2,262	129	-	10,870,195