

Name of the Insurer: ICICI Prudential Life Insurance Company Limited

Schedules forming part of consolidated financial statements

**FORM L-5- COMMISSION SCHEDULE
COMMISSION EXPENSES**

For the quarter ended March 31, 2021

(₹ '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 | 563,852 | (1) | 1,570,817 | - | - | - | - | 5,302 | 1,466,021 | 402 | (16) | - | - | 3,606,377 |
| - Renewal premiums | 402,268 | 875 | 187,537 | - | - | - | - | 2,535 | 647,538 | 2,323 | 663 | - | - | 1,243,739 |
| - Single premiums | - | - | 299,642 | - | - | - | 170,690 | 2 | 7,222 | (33) | - | 198 | - | 477,721 |
| Total | 966,120 | 874 | 2,057,996 | - | - | - | 170,690 | 7,839 | 2,120,781 | 2,692 | 647 | 198 | - | 5,327,837 |
| Add: Commission on re-insurance accepted | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Less: Commission on re-insurance ceded | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Net Commission | 966,120 | 874 | 2,057,996 | - | - | - | 170,690 | 7,839 | 2,120,781 | 2,692 | 647 | 198 | - | 5,327,837 |
| Rewards and/or remuneration to agents, brokers or other intermediaries | 38,065 | - | 127,411 | - | - | - | 7,254 | 282 | 74,444 | 368 | 117 | - | - | 247,941 |
| Net Commission including rewards (A+B) | 1,004,185 | 874 | 2,185,407 | - | - | - | 177,944 | 8,121 | 2,195,225 | 3,060 | 764 | 198 | - | 5,575,778 |
| Break-up of the commission by distribution network | | | | | | | | | | | | | | |
| Agents | 574,501 | 737 | 572,787 | - | - | - | 31,724 | 2,838 | 347,961 | 2,143 | 592 | 6 | - | 1,533,289 |
| Brokers | 118,378 | 2 | 235,776 | - | - | - | 4,339 | 204 | 3,247 | 15 | 18 | 95 | - | 362,074 |
| Corporate agency | 270,354 | 135 | 1,205,191 | - | - | - | 132,035 | 4,783 | 1,769,324 | 534 | 37 | 97 | - | 3,382,490 |
| Referral | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Insurance Marketing Firm | 2,520 | - | 8,631 | - | - | - | 2,377 | 7 | 107 | - | - | - | - | 13,642 |
| Web Aggregators | 367 | - | 33,137 | - | - | - | 215 | 7 | 142 | - | - | - | - | 33,868 |
| Micro Insurance Agents | - | - | 2,474 | - | - | - | - | - | - | - | - | - | - | 2,474 |
| Total Commission | 966,120 | 874 | 2,057,996 | - | - | - | 170,690 | 7,839 | 2,120,781 | 2,692 | 647 | 198 | - | 5,327,837 |

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Schedules forming part of consolidated financial statements

**FORM L-5- COMMISSION SCHEDULE
COMMISSION EXPENSES**

For the year ended March 31, 2021

(₹ '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 | 1,846,715 | (1) | 3,486,249 | - | - | - | - | 24,783 | 3,947,108 | 1,289 | (33) | - | - | 9,306,110 |
| – Renewal premiums | 1,294,181 | 1,654 | 544,152 | - | - | - | - | 8,448 | 2,125,152 | 7,216 | 2,447 | - | - | 3,983,250 |
| – Single premiums | - | - | 650,157 | - | - | - | - | 15 | 26,573 | 391 | - | - | - | 1,010,682 |
| Total | 3,140,896 | 1,653 | 4,680,558 | - | - | - | 333,179 | 33,246 | 6,098,833 | 8,896 | 2,414 | 367 | - | 14,300,042 |
| Add: Commission on re-insurance accepted | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Less: Commission on re-insurance ceded | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Net Commission (A) | 3,140,896 | 1,653 | 4,680,558 | - | - | - | 333,179 | 33,246 | 6,098,833 | 8,896 | 2,414 | 367 | - | 14,300,042 |
| Rewards and/or remuneration to agents, brokers or other intermediaries | 136,883 | - | 311,362 | - | - | - | 16,490 | 1,145 | 234,707 | 1,205 | 345 | - | - | 702,137 |
| Net Commission including rewards (A+B) | 3,277,779 | 1,653 | 4,991,920 | - | - | - | 349,669 | 34,391 | 6,333,540 | 10,101 | 2,759 | 367 | - | 15,002,179 |
| Break-up of the commission by distribution network | | | | | | | | | | | | | | |
| Agents | 1,849,010 | 1,379 | 1,342,845 | - | - | - | 63,513 | 9,365 | 973,919 | 7,164 | 2,218 | 33 | - | 4,249,446 |
| Brokers | 415,230 | 4 | 552,158 | - | - | - | 5,828 | 594 | 10,375 | 60 | 76 | 124 | - | 984,449 |
| Corporate Agency | 866,621 | 270 | 2,591,330 | - | - | - | 255,885 | 23,221 | 5,112,530 | 1,672 | 120 | 210 | - | 8,851,859 |
| Referral | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Insurance Marketing Firm | 8,827 | - | 12,503 | - | - | - | 7,738 | 19 | 1,362 | - | - | - | - | 30,449 |
| Web Aggregators | 1,208 | - | 177,215 | - | - | - | 215 | 47 | 647 | - | - | - | - | 179,332 |
| Micro Insurance Agents | - | - | 4,507 | - | - | - | - | - | - | - | - | - | - | 4,507 |
| Net Commission | 3,140,896 | 1,653 | 4,680,558 | - | - | - | 333,179 | 33,246 | 6,098,833 | 8,896 | 2,414 | 367 | - | 14,300,042 |

Name of the Insurer: ICICI Prudential Life Insurance Company Limited

Schedules forming part of consolidated financial statements

**FORM L-5- COMMISSION SCHEDULE
COMMISSION EXPENSES**

For the quarter ended March 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 | 623,593 | - | 895,639 | - | - | - | - | 5,345 | 1,461,408 | 503 | (8) | - | - | 2,986,480 |
| - Renewal premiums | 378,506 | 962 | 127,231 | - | - | - | - | 2,514 | 662,102 | 2,852 | 1,093 | - | - | 1,178,260 |
| - Single premiums | - | - | 151,621 | 500 | 100 | - | 24,140 | 3 | 4,691 | 92 | - | 722 | - | 181,869 |
| Total | 1,002,099 | 962 | 1,174,491 | 500 | 100 | - | 24,140 | 7,862 | 2,128,201 | 3,447 | 1,085 | 722 | - | 4,343,609 |
| Add: Commission on re-insurance accepted | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Less: Commission on re-insurance ceded | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Net Commission | 1,002,099 | 962 | 1,174,491 | 500 | 100 | - | 24,140 | 7,862 | 2,128,201 | 3,447 | 1,085 | 722 | - | 4,343,609 |
| Rewards and/or remuneration to agents, brokers or other intermediaries | 20,296 | - | 43,884 | - | - | - | 132 | 240 | 24,159 | 130 | 29 | - | - | 88,870 |
| Net Commission including rewards (A+B) | 1,022,395 | 962 | 1,218,375 | 500 | 100 | - | 24,272 | 8,102 | 2,152,360 | 3,577 | 1,114 | 722 | - | 4,432,479 |
| Break-up of the commission by distribution network | | | | | | | | | | | | | | |
| Agents | 547,944 | 810 | 314,998 | - | - | - | 5,061 | 2,808 | 320,245 | 2,833 | 1,002 | (76) | - | 1,195,626 |
| Brokers | 134,964 | 2 | 120,297 | - | - | - | 541 | 223 | 3,986 | 37 | 29 | (92) | - | 259,986 |
| Corporate agency | 316,740 | 149 | 677,894 | 500 | 100 | - | 18,027 | 4,803 | 1,803,606 | 577 | 54 | 889 | - | 2,823,339 |
| Referral | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Insurance Marketing Firm | 2,367 | - | 1,132 | - | - | - | 511 | 7 | 218 | - | - | - | - | 4,235 |
| Web Aggregators | 84 | - | 60,170 | - | - | - | 170 | 22 | 147 | - | - | - | - | 60,423 |
| Micro Insurance Agents | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total Commission | 1,002,099 | 962 | 1,174,491 | 500 | 100 | - | 24,140 | 7,862 | 2,128,201 | 3,447 | 1,085 | 722 | - | 4,343,609 |

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Schedules forming part of consolidated financial statements

**FORM L-5- COMMISSION SCHEDULE
COMMISSION EXPENSES**

For the year ended March 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 | 1,813,554 | - | 2,697,569 | - | - | - | - | 17,493 | 6,236,294 | 1,546 | (50) | - | - | 10,766,406 |
| – Renewal premiums | 1,175,691 | 1,827 | 465,905 | - | - | - | - | 8,192 | 2,150,443 | 11,795 | 3,397 | - | - | 3,817,250 |
| – Single premiums | - | - | 537,453 | 500 | 100 | - | 72,744 | 7 | 18,067 | 426 | - | 851 | - | 630,148 |
| Total | 2,989,245 | 1,827 | 3,700,927 | 500 | 100 | - | 72,744 | 25,692 | 8,404,804 | 13,767 | 3,347 | 851 | - | 15,213,804 |
| Add: Commission on re-insurance accepted | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Less: Commission on re-insurance ceded | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Net Commission (A) | 2,989,245 | 1,827 | 3,700,927 | 500 | 100 | - | 72,744 | 25,692 | 8,404,804 | 13,767 | 3,347 | 851 | - | 15,213,804 |
| Rewards and/or remuneration to agents, brokers or other intermediaries | 122,888 | - | 225,379 | - | - | - | 2,698 | 1,078 | 292,255 | 1,794 | 348 | - | - | 646,440 |
| Net Commission including rewards (A+B) | 3,112,133 | 1,827 | 3,926,306 | 500 | 100 | - | 75,442 | 26,770 | 8,697,059 | 15,561 | 3,695 | 851 | - | 15,860,244 |
| Break-up of the commission by distribution network | | | | | | | | | | | | | | |
| Agents | 1,664,353 | 1,522 | 950,699 | - | - | - | 16,934 | 9,607 | 1,158,982 | 9,997 | 3,063 | (19) | - | 3,815,137 |
| Brokers | 465,258 | 5 | 405,849 | - | - | - | 721 | 810 | 14,132 | 389 | 111 | (19) | - | 887,254 |
| Corporate Agency | 851,859 | 300 | 2,122,135 | 500 | 100 | - | 53,536 | 15,115 | 7,230,146 | 3,381 | 173 | 889 | - | 10,278,133 |
| Referral | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Insurance Marketing Firm | 7,689 | - | 4,064 | - | - | - | 1,554 | 41 | 1,145 | - | - | - | - | 14,493 |
| Web Aggregators | 87 | - | 218,180 | - | - | - | - | 120 | 400 | - | - | - | - | 218,787 |
| Micro Insurance Agents | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Net Commission | 2,989,245 | 1,827 | 3,700,927 | 500 | 100 | - | 72,744 | 25,692 | 8,404,804 | 13,767 | 3,347 | 851 | - | 15,213,804 |