

Name of the Insurer: ICICI Prudential Life Insurance Company Limited

Schedules forming part of condensed financial statements

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

For quarter ended June 30, 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            |
|--|----------------|-------------|------------------|-----------------|------------------|--------------------------|-----------------|--------------|------------------|----------------|---------------|-------------------|----------------------|------------------|
| <b>Commission</b>  |                |             |                  |                 |                  |                          |                 |              |                  |                |               |                   |                      |                  |
| Direct – First year premiums   | 218,997        | -           | 708,730          | -               | -                | -                        | -               | 3,796        | 650,574          | 299            | (14)          | -                 | -                    | <b>1,582,382</b> |
| – Renewal premiums   | 238,352        | 202         | 131,208          | -               | -                | -                        | -               | 2,532        | 371,080          | 1,351          | 364           | -                 | -                    | <b>745,089</b>   |
| – Single premiums  | -              | -           | 156,934          | -               | -                | -                        | 82,416          | 4            | 4,247            | 84             | -             | 358               | 5                    | <b>244,048</b>   |
| <b>Total</b>   | <b>457,349</b> | <b>202</b>  | <b>996,872</b>   | <b>-</b>        | <b>-</b>         | <b>-</b>                 | <b>82,416</b>   | <b>6,332</b> | <b>1,025,901</b> | <b>1,734</b>   | <b>350</b>    | <b>358</b>        | <b>5</b>             | <b>2,571,519</b> |
| Add: Commission on re-insurance accepted                               | -              | -           | -                | -               | -                | -                        | -               | -            | -                | -              | -             | -                 | -                    | -                |
| Less: Commission on re-insurance ceded                                 | -              | -           | -                | -               | -                | -                        | -               | -            | -                | -              | -             | -                 | -                    | -                |
| <b>Net Commission (A)</b>  | <b>457,349</b> | <b>202</b>  | <b>996,872</b>   | <b>-</b>        | <b>-</b>         | <b>-</b>                 | <b>82,416</b>   | <b>6,332</b> | <b>1,025,901</b> | <b>1,734</b>   | <b>350</b>    | <b>358</b>        | <b>5</b>             | <b>2,571,519</b> |
| Rewards and/or remuneration to agents, brokers or other intermediaries | 17,341         | -           | 70,178           | -               | -                | -                        | 4,176           | 209          | 42,044           | 154            | 46            | -                 | -                    | <b>134,148</b>   |
| <b>Net Commission including rewards (A+B)</b>                          | <b>474,690</b> | <b>202</b>  | <b>1,067,050</b> | <b>-</b>        | <b>-</b>         | <b>-</b>                 | <b>86,592</b>   | <b>6,541</b> | <b>1,067,945</b> | <b>1,888</b>   | <b>396</b>    | <b>358</b>        | <b>5</b>             | <b>2,705,667</b> |
| <b>Break-up of the commission by distribution network</b>              |                |             |                  |                 |                  |                          |                 |              |                  |                |               |                   |                      |                  |
| Agents   | 261,255        | 162         | 318,810          | -               | -                | -                        | 21,289          | 1,780        | 180,729          | 1,319          | 317           | 5                 | -                    | <b>785,666</b>   |
| Brokers  | 74,415         | -           | 139,547          | -               | -                | -                        | 1,718           | 93           | 2,037            | 8              | 13            | 250               | -                    | <b>218,081</b>   |
| Corporate Agency   | 119,740        | 40          | 499,121          | -               | -                | -                        | 57,232          | 4,432        | 842,820          | 407            | 20            | 103               | 5                    | <b>1,523,920</b> |
| Referral   | -              | -           | -                | -               | -                | -                        | -               | -            | -                | -              | -             | -                 | -                    | -                |
| Insurance Marketing Firm   | 1,596          | -           | 4,982            | -               | -                | -                        | 1,889           | 13           | 213              | -              | -             | -                 | -                    | <b>8,693</b>     |
| Web Aggregators  | 343            | -           | 32,218           | -               | -                | -                        | 288             | 14           | 102              | -              | -             | -                 | -                    | <b>32,965</b>    |
| Micro Insurance Agents   | -              | -           | 2,194            | -               | -                | -                        | -               | -            | -                | -              | -             | -                 | -                    | <b>2,194</b>     |
| <b>Net Commission</b>  | <b>457,349</b> | <b>202</b>  | <b>996,872</b>   | <b>-</b>        | <b>-</b>         | <b>-</b>                 | <b>82,416</b>   | <b>6,332</b> | <b>1,025,901</b> | <b>1,734</b>   | <b>350</b>    | <b>358</b>        | <b>5</b>             | <b>2,571,519</b> |

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For 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)           | -                 | -                    | <b>1,221,563</b> |
| – Renewal premiums   | 217,410        | 199         | 87,523         | -               | -                | -                        | -               | 1,767        | 407,450        | 1,652          | 532           | -                 | -                    | <b>716,533</b>   |
| – Single premiums  | -              | -           | 31,514         | -               | -                | -                        | 26,471          | 2            | 5,446          | 57             | -             | 11                | -                    | <b>63,501</b>    |
| <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            | -                 | -                    | <b>69,799</b>    |
| <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           |
| Micro Insurance Agents   | -              | -           | -              | -               | -                | -                        | -               | -            | -              | -              | -             | -                 | -                    | -                |
| <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> |