

Name of the Insurer: ICICI Prudential Life Insurance Company Limited

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

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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
<b>Commission</b>														
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
<b>Total</b>	<b>3,140,896</b>	<b>1,653</b>	<b>4,680,558</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>333,179</b>	<b>33,246</b>	<b>6,098,833</b>	<b>8,896</b>	<b>2,414</b>	<b>367</b>	<b>-</b>	<b>14,300,042</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission (A)</b>	<b>3,140,896</b>	<b>1,653</b>	<b>4,680,558</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>333,179</b>	<b>33,246</b>	<b>6,098,833</b>	<b>8,896</b>	<b>2,414</b>	<b>367</b>	<b>-</b>	<b>14,300,042</b>
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
<b>Net Commission including rewards (A+B)</b>	<b>3,277,779</b>	<b>1,653</b>	<b>4,991,920</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>349,669</b>	<b>34,391</b>	<b>6,333,540</b>	<b>10,101</b>	<b>2,759</b>	<b>367</b>	<b>-</b>	<b>15,002,179</b>
<b>Break-up of the commission by distribution network</b>														
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
<b>Net Commission</b>	<b>3,140,896</b>	<b>1,653</b>	<b>4,680,558</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>333,179</b>	<b>33,246</b>	<b>6,098,833</b>	<b>8,896</b>	<b>2,414</b>	<b>367</b>	<b>-</b>	<b>14,300,042</b>

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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
<b>Commission</b>														
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
<b>Total</b>	<b>1,002,099</b>	<b>962</b>	<b>1,174,491</b>	<b>500</b>	<b>100</b>	<b>-</b>	<b>24,140</b>	<b>7,862</b>	<b>2,128,201</b>	<b>3,447</b>	<b>1,085</b>	<b>722</b>	<b>-</b>	<b>4,343,609</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>1,002,099</b>	<b>962</b>	<b>1,174,491</b>	<b>500</b>	<b>100</b>	<b>-</b>	<b>24,140</b>	<b>7,862</b>	<b>2,128,201</b>	<b>3,447</b>	<b>1,085</b>	<b>722</b>	<b>-</b>	<b>4,343,609</b>
Rewards and/or remuneration to agents, brokers or other intermediaries	20,296	-	43,884	-	-	-	132	240	24,159	130	29	-	-	88,870
<b>Net Commission including rewards (A+B)</b>	<b>1,022,395</b>	<b>962</b>	<b>1,218,375</b>	<b>500</b>	<b>100</b>	<b>-</b>	<b>24,272</b>	<b>8,102</b>	<b>2,152,360</b>	<b>3,577</b>	<b>1,114</b>	<b>722</b>	<b>-</b>	<b>4,432,479</b>
<b>Break-up of the commission by distribution network</b>														
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	-	-	-	-	22	147	-	-	-	-	60,423
Micro Insurance Agents	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Commission</b>	<b>1,002,099</b>	<b>962</b>	<b>1,174,491</b>	<b>500</b>	<b>100</b>	<b>-</b>	<b>24,140</b>	<b>7,862</b>	<b>2,128,201</b>	<b>3,447</b>	<b>1,085</b>	<b>722</b>	<b>-</b>	<b>4,343,609</b>

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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
<b>Commission</b>														
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
<b>Total</b>	<b>2,989,245</b>	<b>1,827</b>	<b>3,700,927</b>	<b>500</b>	<b>100</b>	<b>-</b>	<b>72,744</b>	<b>25,692</b>	<b>8,404,804</b>	<b>13,767</b>	<b>3,347</b>	<b>851</b>	<b>-</b>	<b>15,213,804</b>
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission (A)</b>	<b>2,989,245</b>	<b>1,827</b>	<b>3,700,927</b>	<b>500</b>	<b>100</b>	<b>-</b>	<b>72,744</b>	<b>25,692</b>	<b>8,404,804</b>	<b>13,767</b>	<b>3,347</b>	<b>851</b>	<b>-</b>	<b>15,213,804</b>
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
<b>Net Commission including rewards (A+B)</b>	<b>3,112,133</b>	<b>1,827</b>	<b>3,926,306</b>	<b>500</b>	<b>100</b>	<b>-</b>	<b>75,442</b>	<b>26,770</b>	<b>8,697,059</b>	<b>15,561</b>	<b>3,695</b>	<b>851</b>	<b>-</b>	<b>15,860,244</b>
<b>Break-up of the commission by distribution network</b>														
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	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Commission</b>	<b>2,989,245</b>	<b>1,827</b>	<b>3,700,927</b>	<b>500</b>	<b>100</b>	<b>-</b>	<b>72,744</b>	<b>25,692</b>	<b>8,404,804</b>	<b>13,767</b>	<b>3,347</b>	<b>851</b>	<b>-</b>	<b>15,213,804</b>