

ICICI Prudential Life Insurance Company Limited
Policy on dealing with related party transactions

Release Date	With effect from	Version No.	Approved by	Changes
April 25, 2017	April 25, 2017	1.0	Board of Directors	First time adoption
April 24, 2018	April 24, 2018	2.0	Board of Directors	No change
July 24, 2018	July 24, 2018	3.0	Board of Directors	Amendment as per Companies (Amendment) Act, 2017
January 22, 2019	April 1, 2019	4.0	Board of Directors	Amendment as per revised SEBI (LODR) regulations issued by SEBI.
January 21, 2020	April 1, 2020	5.0	Board of Directors	Addition of Method of Determination of arm's length pricing
June 11, 2020	June 11, 2020	6.0	Board of Directors	Addition in threshold limits for material related party transactions
January 27, 2021	January 27, 2021	7.0	Board of Directors	Addition in Method of Determination of arm's length pricing
February 19, 2022	February 19, 2022	8.0	Board of Directors	Amendment as per revised SEBI (LODR) regulations issued by SEBI.
January 17, 2023	January 17, 2023	9.0	Board of Directors	No Change
January 17, 2024	January 17, 2024	10.0	Board of Directors	Modification in the method of determination of arm's length pricing for Commission paid

I. Background

The Companies Act, 2013 ('Companies Act' or 'the Act') has introduced sections 177, 184 and 188, which contain provisions regarding related party transactions. These sections, along with the relevant Rules framed under the Companies Act, have introduced certain compliance and approval requirements regarding the related party transactions. Further, Regulation 23 of Securities and Exchanges Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015 (Regulation) has also introduced certain approval requirements regarding the related party transactions. Regulation 23 requires the listed companies to formulate a policy on dealing with related party transactions. Such a policy is also mandated by the Guidelines on Corporate Governance, 2016 as released by the Insurance Regulatory and Development Authority of India.

Accordingly, the Board of Directors (the Board) of ICICI Prudential Life Insurance Company Limited (the Company) has adopted the following policy with regard to related party transactions.

II. Definitions

"Arm's length basis"

In terms of the Companies Act, the expression 'arm's length transaction means a transaction between two related parties that is conducted as if they were unrelated, so that there is no conflict of interest.

A transaction with a related party will be considered to be on arm's length basis if the key terms, including pricing of the transaction, taken as a whole, are comparable with those of similar transactions if they would have been undertaken with unrelated parties.

It may be noted that this policy framework, including the definitions above, is meant solely for the purposes of compliance with related party transaction requirements under Companies Act, 2013 and Regulation 23. The above terms may have different connotations for other purposes like disclosures in the financial statements, which are governed by applicable regulations, accounting standards, regulatory guidelines etc.

"Material related party transaction" as per Regulation 23 means a transaction with a related party if the transaction/transactions to be entered into individually or taken together with previous transactions during a financial year, exceeds ₹ 10.00 billion or 10% of the annual consolidated turnover of the listed entity as per the last audited financial statements of the listed entity, whichever is lower.

Transaction(s) involving payments made to a related party with respect to brand usage or royalty shall be considered material if the transaction(s) to be entered into individually or taken together with previous transactions during a financial year, exceed 5% of the annual consolidated turnover of the listed entity as per the last audited financial statements of the listed entity.

“Material modification”, subsequent to entering into a contract or arrangement for a related party transaction, will mean a change in the basis of pricing of the contract by which the overall pricing or rates under a contract changes by more than 20%. Provided that the aggregate value of the transactions under the contract during the previous financial year or current financial year till the date of modification was more than ₹1.00 billion. Provided further, a contract or arrangement where same pricing or rates are offered uniformly to similar class of customers/service providers will be exempt from the scope of material modification.

“Turnover” has been defined as the aggregate value of the realization of amount made from sale, supply or distribution of goods or on account of services rendered, or both, by the Company during a financial year. Accordingly, for the Company, the ‘turnover’ will be considered as the ‘Total Income’, i.e. premium income + other income.

“Related party” has been defined in the Companies Act, 2013, in Accounting Standard 18 (‘AS 18’) and in SEBI (LODR) Regulations, 2015 as amended.

Definitions as per the respective regulations are given below; for the purposes of this policy, definitions as amended from time to time, shall be considered.

a. Under the Companies Act, 2013:

As per section 2 (76) of the Act, ‘related party’ with reference to a company means:

- i. A director or his relative. Section 2(77) of the Act defines ‘relative’ as one who is related to another if:
 1. They are members of a Hindu Undivided Family (HUF); or
 2. They are husband and wife; or
 3. One person is related to the other as father (including step-father), mother (including step-mother), son (including step-son), son’s wife, daughter, daughter’s husband, brother (including step-brother), sister (including step-sister)
- ii. A key managerial personnel (KMP) or his relative. In terms of section 2(51) of the Act, ‘KMP’ in relation to a company means:
 1. The Chief Executive Officer or the Managing Director or the manager;
 2. The Company Secretary;
 3. The Whole-time Director;
 4. The Chief Financial Officer;
 5. Such other officer, not more than one level below the directors who is in whole-time employment, designated as KMP by the Board; and
 6. Such other officer as may be prescribed
- iii. A firm, in which a director, manager or his relative is a partner

In terms of section 2(53) of the Act, ‘manager’ means an individual who, subject to the superintendence, control and direction of the Board of Directors, has the management of the whole, or substantially the whole, of the affairs of a company, and includes a director or any other person occupying the

position of a manager, by whatever name called, whether under a contract of service or not

- iv. A private company in which a director or manager or his relative is a member or director
- v. A public company in which a director or manager is a director and holds along with his relatives, more than two per cent of its paid-up share capital
- vi. Any body corporate whose Board of Directors, Managing Director or manager is accustomed to act in accordance with the advice, directions or instructions of a director or manager
- vii. Any person on whose advice, directions or instructions a director or manager is accustomed to act:

Provided that nothing in sub clauses (vi) and (vii) shall apply to the advice, directions or instructions given in a professional capacity;

viii. Any body corporate which is:

1. A holding, subsidiary or an associate company of such company;
2. A subsidiary of a holding company to which it is also a subsidiary; or
3. An investing company or the venturer of the company

The “investing company or the venturer of a company” means a body corporate whose investment in the company would result in the company becoming an associate company of the body corporate.

- ix. A director other than an independent director or key managerial personnel of the Holding Company or his relative with reference to a company (as per Companies (Meetings of Board and its Powers) Rules, 2014).

In clauses (vi) and (vii) above, there is a criterion of ‘accustomed to act’ for identification of related parties. While Act does not contain a guidance on this criterion, the following general propositions would be considered:

- A general conduct indicating that one is in the habit of carrying out the instructions or directions of the third person concerned, which may involve non-exercise of own discretion or judgment by the concerned person (or Board of Directors) and acting in accordance with the directions or instructions of the third person
- Holding of more than 50% voting power or control over the composition of majority of Board of Directors by any body corporate or individual, directly or indirectly. In such cases the Board of the former company can be deemed to be accustomed to act in accordance with the directors or instructions of the latter.

b. Under AS 18:

Related party relationships are described under AS 18, as follows:

- i. Enterprises that directly, or indirectly through one or more intermediaries, control, or are controlled by, or are under common control with, the reporting

enterprise (this includes holding companies, subsidiaries and fellow subsidiaries);

- ii. Associates and joint ventures of the reporting enterprise and the investing party or venturer in respect of which the reporting enterprise is an associate or a joint venture;
- iii. Individuals owning, directly or indirectly, an interest in the voting power of the reporting enterprise that gives them control or significant influence over the enterprise, and relatives of any such individual;
- iv. Key management personnel and relatives of such personnel;
- v. Enterprises over which any person described in (3) or (4) is able to exercise significant influence. This includes enterprises owned by directors or major Shareholders of the reporting enterprise and enterprises that have a member of key management in common with the reporting enterprise.

c. Under SEBI (LODR) Regulations, 2015:

An entity shall be considered as related party to the Company if:

- i. Such entity is a related party under Section 2(76) of the Companies Act, 2013;
or
- ii. Such entity is a related party under the applicable accounting standards.

Provided that:

- (a) Any person or entity forming a part of the promoter or promoter group of the listed entity; or
- (b) Any person or any entity, holding equity shares:
 - (i) Of twenty per cent or more; or
 - (ii) Of ten per cent or more, with effect from April 1, 2023;

in the listed entity either directly or on a beneficial interest basis as provided under section 89 of the Companies Act, 2013, at any time, during the immediate preceding financial year; shall be deemed to be a related party.

Related party transaction means a transaction involving a transfer of resources, services or obligations between:

- A listed entity or any of its subsidiaries on one hand and a related party of the listed entity or any of its subsidiaries on the other hand; or
- A listed entity or any of its subsidiaries on one hand, and any other person or entity on the other hand, the purpose and effect of which is to benefit a related party of the listed entity or any of its subsidiaries, with effect from April 1, 2023;

regardless of whether a price is charged and a “transaction” with a related party shall be construed to include a single transaction or a group of transactions in a contract:

Provided that the following shall not be a related party transaction:

- a) The issue of specified securities on a preferential basis, subject to compliance of the requirements under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018;

- b) The following corporate actions by the listed entity which are uniformly applicable/offered to all Shareholders in proportion to their shareholding:
 - i. Payment of dividend;
 - ii. Subdivision or consolidation of securities;
 - iii. Issuance of securities by way of a rights issue or a bonus issue; and
 - iv. Buy-back of securities.
- (c) Acceptance of fixed deposits by banks/non-banking finance companies at the terms uniformly applicable/offered to all Shareholders/public, subject to disclosure of the same along with the disclosure of related party transactions every six months to the stock exchange(s), in the format as specified by the Board.
- (d) Provided further that this definition shall not be applicable for the units issued by mutual funds which are listed on a recognised stock exchange(s)

“Holding company” in relation to one or more other companies, means a company of which such companies are subsidiary companies.

For this purpose, the expression “company” includes any body corporate.

“Subsidiary company” or **“subsidiary”**, in relation to any other company (that is to say the Holding Company), means a company in which the Holding Company:

- i. Controls the composition of the Board of Directors; or
- ii. Exercises or controls more than one-half of the total voting power either at its own or together with one or more of its subsidiary companies.

Provided that such class or classes of holding companies as may be prescribed shall not have layers of subsidiaries beyond such numbers as may be prescribed.

Explanation — For the purposes of this clause:

- i. A company shall be deemed to be a subsidiary company of the Holding Company even if the control referred to in sub-clause (i) or sub-clause (ii) is of another subsidiary company of the Holding Company;
- ii. The composition of a company’s Board of Directors shall be deemed to be controlled by another company if that other company by exercise of some power exercisable by it at its discretion can appoint or remove all or a majority of the directors;
- iii. The expression “company” includes any body corporate;
- iv. “Layer” in relation to a Holding Company means its subsidiary or subsidiaries;

“Associate company” in relation to another company, means a company in which that other company has a significant influence, but which is not a subsidiary company of the Company having such influence and includes a joint venture company.

“Significant influence” means control of at least twenty per cent of total voting power, or control of or participation in business decisions under an agreement.

“Joint venture” means a joint arrangement whereby the parties that have joint control of the arrangement have rights to the net assets of the arrangement.

“Total share capital” means the aggregate of the paid-up equity share capital and convertible preference share capital.

“Ordinary Course of Business” includes but not limited to a term for activities that are necessary, normal, and incidental to the business. These are common practices and customs of commercial transactions. The ordinary course of business covers the usual transactions, customs and practices related to the business.

The following factors are indicative of a transaction being in the ordinary course of business:

- i. The transaction is normal or otherwise unremarkable for the business
- ii. The transaction is frequent/regular
- iii. The transaction is a source of income for the business
- iv. Transactions that are part of the standard industry practice, even though the Company may not have done it in the past.

These are not exhaustive criteria and the Company will have to assess each transaction considering its specific nature and circumstances. Some examples for Ordinary course of business are –

- a. Insurance services
- b. Distribution payout
- c. Expenses towards infrastructure sharing
- d. Expenses towards use of trademarks
- e. Investment transactions
- f. Banking transactions

III. Method of determination of arms' length pricing

For the purpose of compliance with arm's length principle both for indigenous and also for foreign transactions, an effective approach is a comparison with pricing of transactions with independent parties, which may involve comparison of the terms

- a. With those of an identical or similar transaction with one or more unrelated parties; or
- b. With known market terms for identical or similar transactions

Further, different types of transactions may require other methods of assessing arm's length principle.

- i. In the case of insurance cover given by the insurance company to the group companies the premium received are as per the product approved by IRDAI which would be considered as arm's length.
- ii. Commission rates are structured in compliance with the IRDAI Payments of Commission Regulation, 2023. Commission policy and structure has been approved by the Board. The Executive Commission Committee has approved maximum limit of rate of commission that can be paid to an insurance agent & intermediary. The Company maintains consistency by applying identical commissions to all intermediaries within the same distributor / product category.
- iii. Compensation/reimbursement of expenses towards infrastructure sharing, deputation of employees and other expenses, including ESOPs and other arrangements among related parties are incurred on the basis of a cost sharing policy between the group entities, or internal cost and effort estimates of the respective entities.

IV. Approval of related party transactions

A. Audit Committee

- i. All the transactions which are identified as related party transactions should be pre-approved by the Audit Committee before entering into such transaction. The Audit Committee shall consider all relevant factors while deliberating the related party transactions for its approval.
- ii. Any member of the Committee who has a potential interest in any related party transaction will recuse himself and abstain from discussion and voting on the approval of the related party transaction. *Further only those members of the Audit Committee, who are independent directors, shall approve related party transactions. A related party transaction which is (i) not in the ordinary course of business, or (ii) not at arm's length price, would require approval of the Board of Directors or of Shareholders as discussed subsequently.*
- iii. The Audit Committee may grant omnibus approval for related party transactions which are repetitive in nature and subject to certain criteria/conditions as required under Regulation 23 and chapter XII, rule 6A of Companies (Meetings of Board and its Powers) rules, 2014 and such other conditions as it may consider necessary in line with this policy and in the interest of the Company. Such omnibus approval shall be valid for one financial year. *Any subsequent material modification to related party transaction will require prior-approval of the Audit Committee.*
- iv. *Any transaction between subsidiary and its related parties & related parties of the Company will require prior approval of Audit Committee subject to value of transaction exceeding 10% of the annual consolidated turnover, as per the last audited financial statements of the Company for FY2023 and 10% of the annual standalone turnover, as per the last audited financial statements of the subsidiary from FY2024 onwards.*
- v. A related party transaction entered into by the Company, which is not under the omnibus approval or otherwise pre-approved by the Committee, will be placed before the Committee for ratification.
- vi. In case of transaction, other than transactions referred to in section 188, and where Audit Committee does not approve the transaction, it shall make its recommendations to the Board.
- vii. In case any transaction involving any amount not exceeding ₹ 10.0 million is entered into by a director or officer of the Company without obtaining the approval of the Audit Committee and it is not ratified by the Audit Committee within three months from the date of the transaction, such transaction shall be voidable at the option of the Audit Committee and if the transaction is with the related party to any director or is authorized by any other director, the director concerned shall indemnify the Company against any loss incurred by it.
- viii. Provisions of clause 177(4)(iv) of the Act shall not apply to a transaction, other than a transaction referred to in section 188, between a Holding Company and its wholly owned subsidiary company.
- ix. *Regulation 23 (2), (3), (4) shall not apply to a transactions between two wholly-owned subsidiaries of the listed holding company, whose accounts are consolidated with such holding company and placed before the Shareholders at the general meeting for approval.*

B. Audit Committee of Holding Company

Any transaction between the Company and the related parties of the Holding Company and its subsidiaries, which are not related parties of the Company, will require prior approval of the Audit Committee of the Holding Company subject to the value of the transaction exceeding 10% of the annual consolidated turnover, as per the last audited financial statements of the Holding company for FY2023 and 10% of the annual standalone turnover, as per the last audited financial statements of the Company from FY2024 onwards.

C. Board of Directors

Under the Act, the consent of the Board of Directors is required, by a resolution at a meeting of the Board, for entering into related party transactions within the thresholds specified in section 188 of the Act and which are (i) not in the ordinary course of business, or (ii) not at an arm's length price.

In case any related party transactions are referred to the Board for its approval, the Board will consider such factors as, nature of the transaction, material terms, the manner of determining the pricing and the business rationale for entering into such transaction. On such consideration, the Board may approve the transaction or may require such modifications to transaction terms as it deems appropriate under the circumstances. Any member of the Board who has any interest in any related party transaction will rescue himself and abstain from discussion and voting on the approval of the related party transaction. The Company shall further disclose any conflict of interests to the Board for their management and control.

D. Shareholders

If a related party transaction is (i) a material transaction & subsequent material modification as per Regulation 23 or (ii) not in the ordinary course of business, or not at arm's length price and exceeds certain thresholds prescribed under section 188 of the Act, it shall require Shareholders' approval by a resolution. In such a case, any member who is a related party, shall not vote on resolution passed for approving such related party transaction.

However, such transactions entered into between a Holding Company and its wholly owned subsidiary, two wholly-owned subsidiaries of the listed holding company whose accounts are consolidated with such holding company and placed before the Shareholders at the general meeting for approval, do not require approval of Shareholders.

E. Shareholders of Holding Company

Any material transaction, including subsequent material modifications, between the Company and the related parties of the Holding Company and its subsidiaries, which are not related parties of the Company, will require prior approval of the Shareholders of the Holding Company.

V. Threshold limits for material & material modifications for related party transactions

In furtherance to the “material related party transaction” as articulated in the point II above, a transaction with a related party except transactions pertaining to brand usage or royalty, entered individually or taken together with previous transactions during a financial year, exceeding ₹10.00 billion or 10% of the annual consolidated turnover (premium income plus other income) of the Company, as per the last audited financial statements of the Company, whichever is lower shall be considered material related party transaction.

For transactions involving payments to a related party with respect to brand usage or royalty, entered individually or taken together with previous transactions during a financial year, of maximum value, in excess of 5% of the annual consolidated turnover (premium income plus other income) of the Company, as per the last audited financial statements of the Company, shall be considered material related party transaction.

Material modification, subsequent to entering into a contract or arrangement for a related party transaction, will mean a change in the basis of pricing of the contract by which the overall pricing or rates under a contract changes by more than 20%. Provided that the aggregate value of the transactions under the contract during the previous financial year or current financial year till the date of modification was more than ₹1.00 billion. Provided further, a contract or arrangement where same pricing or rates are offered uniformly to similar class of customers/service providers will be exempt from the scope of material modification.

VI. Reporting of related party transactions

The Act, Accounting Standard 18 and Regulation 23 place the following reporting requirements on an entity, which will be duly complied with by the Company:

- i. A note on transactions with related parties, along with the pricing justifications to be placed at the Audit Committee every quarter for its review, in compliance with the requirements of sections 177 and 188 of the Act, 2013
- ii. Disclosure of related parties and transaction with related parties as per AS 18 in the notes to account forming part of Financials of the Company
- iii. Every contract or arrangement, which is required to be approved by the Board/Shareholders under this Policy, to be referred to in the Board’s report to the Shareholders along with the justification for entering into such contract or arrangement.
- iv. The details of material transactions with related parties to be included in the corporate governance reports which are required to be submitted to the stock exchanges on a quarterly basis.
- v. Reporting of details of material contracts or arrangements or transactions in Form No. AOC-2 to be filed with Registrar of Companies. In this regard, since materiality has not been defined for this purpose under the Act, the same threshold limits will be used as defined under the Act for transactions requiring Shareholders’ approval.
- vi. *Submitting disclosure of related party transaction every 6 months to stock exchange in format specified by SEBI from time to time and publish the same*

on its website within 15 days from the date of publication of its standalone and consolidated financial results for FY2023 and on the date of publication of its standalone and consolidated financial results from FY2024 onwards. High value debt listed entities shall submit such disclosures along with its standalone financial results for the half year.

- vii. Submitting disclosures of transactions of the listed entity with any person or entity belonging to the promoter/promoter group which hold(s) 10% or more shareholding in the listed entity, in the format prescribed in the relevant accounting standards for annual results
- viii. For the purpose of this policy, reporting requirements as amended from time to time, shall be considered.

VII. Review of the policy

The Policy will be reviewed once in a financial year or as and when warranted.