

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	-	-	1,176,260
– 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	2,182,360	3,577	1,114	722	-	4,432,479
Break-up of the commission by distribution network														
Agents	547,944	811	314,997	-	-	-	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
Total Commission	1,002,099	963	1,174,490	500	100	-	24,140	7,862	2,128,201	3,447	1,085	722	-	4,343,609

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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	18,057	425	-	851	-	530,148
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	292,255.00	1,794.00	348	-	-	646,444
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	1,523	950,698	-	-	-	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	-	10,276,133
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	7,689	-	4,064	-	-	-	1,554	41	1,145	-	-	-	-	14,493
Web Aggregators	87	-	218,180	-	-	-	-	120	400	-	-	-	-	218,787
Total Commission	2,989,245	1,828	3,700,926	500	100	-	72,744	25,692	8,404,804	13,767	3,347	851	-	15,213,804

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, 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	447,973	-	492,719	-	-	-	-	4,827	2,729,305	536	(27)	-	-	3,675,333
– Renewal premiums	358,136	1,110	180,601	-	-	-	2,195	2,195	694,527	5,653	1,461	-	-	1,243,683
– Single premiums	-	-	138,447	-	5	-	28,902	2	8,271	137	-	70	-	175,834
Total	806,109	1,110	811,767	-	5	-	28,902	7,024	3,432,103	6,326	1,434	70	-	5,094,850
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission	806,109	1,110	811,767	-	5	-	28,902	7,024	3,432,103	6,326	1,434	70	-	5,094,850
Rewards and/or remuneration to agents, brokers or other intermediaries	19,648	-	25,959	-	-	-	(238)	54	(13,620)	(342)	(58)	-	-	31,403
Net Commission including rewards (A+B)	825,757	1,110	837,726	-	5	-	28,664	7,078	3,418,483	5,984	1,376	70	-	5,126,253
Break-up of the commission by distribution network														
Agents	393,070	941	218,749	-	-	-	2,525	3,360	548,981	4,616	1,298	-	-	1,173,540
Brokers	143,560	2	120,020	-	5	-	-	349	5,563	245	48	70	-	269,862
Corporate agency	266,351	167	431,942	-	-	-	26,377	3,249	2,877,361	1,465	88	-	-	3,607,000
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	3,128	-	1,039	-	-	-	-	27	198	-	-	-	-	4,392
Web Aggregators	-	-	40,017	-	-	-	-	39	-	-	-	-	-	40,056
Total Commission	806,109	1,110	811,767	-	5	-	28,902	7,024	3,432,103	6,326	1,434	70	-	5,094,850

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**FORM L-5- COMMISSION SCHEDULE
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For the year ended March 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	1,343,864	-	1,188,814	-	-	-	-	19,827	8,643,556	1,915	(79)	-	-	11,197,897
– Renewal premiums	1,067,302	2,101	664,555	-	-	-	-	7,021	2,078,411	20,473	4,730	-	-	3,844,593
– Single premiums	-	-	397,858	-	5	-	44,469	2	27,137	753	-	176	-	470,400
Total	2,411,166	2,101	2,251,227	-	5	-	44,469	26,850	10,749,104	23,141	4,651	176	-	15,512,890
Add: Commission on re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Commission (A)	2,411,166	2,101	2,251,227	-	5	-	44,469	26,850	10,749,104	23,141	4,651	176	-	15,512,890
Rewards and/or remuneration to agents, brokers or other intermediaries	113,715	-	103,694.00	-	-	-	353	957	303,882.00	2,249.00	323.00	-	-	525,173
Net Commission including rewards (A+B)	2,524,881	2,101	2,354,921	-	5	-	44,822	27,807	11,052,986	25,390	4,974	176	-	16,038,063
Break-up of the commission by distribution network														
Agents	1,146,381	1,766	612,623	-	-	-	4,096	12,571	1,567,761	16,379	4,178	24	-	3,365,779
Brokers	469,449	5	284,346	-	5	-	23	1,037	17,672	1,145	168	152	-	774,002
Corporate Agency	790,039	330	1,266,278	-	-	-	40,350	13,020	9,162,740	5,617	305	-	-	11,278,679
Referral	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Marketing Firm	5,297	-	2,499	-	-	-	-	46	931	-	-	-	-	8,773
Web Aggregators	-	-	85,481	-	-	-	-	176	-	-	-	-	-	85,657
Total Commission	2,411,166	2,101	2,251,227	-	5	-	44,469	26,850	10,749,104	23,141	4,651	176	-	15,512,890