

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

Form L-5- Commission Schedule

For the period ended June 30, 2021

(Rs in '000)

| Particulars | Participating | | | Non Participating | | | | | Unit Linked | | | Grand Total |
|--|----------------|--------------|--------------------|-------------------|------------|---------------|------------|--------------------|----------------|----------------|----------|------------------|
| | Life | Pension | Variable Insurance | Life | Pension | Annuity | Health | Variable Insurance | Life | Pension | Group | |
| Commission | | | | | | | | | | | | |
| Direct - First year premiums | 268,733 | 2,069 | (41) | 342,764 | - | - | 484 | - | 357,199 | 218,825 | - | 1,190,033 |
| - Renewal premiums | 424,344 | 7,269 | 24,438 | 138,261 | 389 | - | 387 | - | 518,147 | 111,863 | - | 1,225,097 |
| - Single premiums | 344 | 55 | - | 125,347 | - | 19,890 | - | 2,662 | 49,252 | 4,228 | 3 | 201,781 |
| Total | 693,422 | 9,393 | 24,397 | 606,373 | 389 | 19,890 | 870 | 2,662 | 924,597 | 334,916 | 3 | 2,616,911 |
| Add : Commission on Re-insurance accepted | - | - | - | - | - | - | - | - | - | - | - | - |
| Less : Commission on Re-insurance ceded | - | - | - | - | - | - | - | - | - | - | - | - |
| Net commission | 693,422 | 9,393 | 24,397 | 606,373 | 389 | 19,890 | 870 | 2,662 | 924,597 | 334,916 | 3 | 2,616,911 |
| Rewards | 21,285 | - | - | 11,143 | - | - | - | - | 49,636 | - | - | 82,064 |
| Break-up of the commission expenses (Gross) incurred to procure business: | | | | | | | | | | | | |
| Agents | 461,399 | 1,544 | 1,290 | 97,212 | 323 | 5,771 | 604 | 327 | 338,877 | 87,417 | - | 994,765 |
| Brokers | 1,338 | 6 | - | 11,325 | 5 | - | - | 6 | 103 | 28 | - | 12,812 |
| Corporate agency | 35,465 | 782 | 10 | 22,309 | - | 503 | 30 | - | 7,778 | 3,757 | - | 70,634 |
| Bancassurance | 195,176 | 7,061 | 23,097 | 474,334 | 60 | 13,616 | 236 | 2,329 | 577,836 | 243,714 | 3 | 1,537,462 |
| Micro Insurance Agent | - | - | - | - | - | - | - | - | - | - | - | - |
| CSC | - | - | - | - | - | - | - | - | - | - | - | - |
| IMF | 43 | - | - | 32 | - | - | - | - | 3 | - | - | 78 |
| Web Aggregator | - | - | - | 1,161 | - | - | - | - | - | - | - | 1,161 |
| Total | 693,422 | 9,393 | 24,397 | 606,373 | 389 | 19,890 | 870 | 2,662 | 924,597 | 334,916 | 3 | 2,616,911 |

For the period ended June 30, 2020

(Rs in '000)

| Particulars | Participating | | | Non Participating | | | | | Unit Linked | | | Grand Total |
|--|----------------|--------------|--------------------|-------------------|------------|---------------|------------|--------------------|----------------|----------------|----------|------------------|
| | Life | Pension | Variable Insurance | Life | Pension | Annuity | Health | Variable Insurance | Life | Pension | Group | |
| Commission | | | | | | | | | | | | |
| Direct - First year premiums | 260,989 | 3,387 | 76 | 366,271 | - | - | 713 | - | 237,570 | 133,962 | - | 1,002,968 |
| - Renewal premiums | 378,004 | 5,086 | 28,489 | 86,651 | 481 | - | 222 | - | 530,555 | 82,791 | - | 1,112,280 |
| - Single premiums | 231 | 22 | - | 81,260 | - | 22,196 | - | 2,157 | 29,332 | 2,996 | 2 | 138,195 |
| Total | 639,223 | 8,496 | 28,565 | 534,182 | 481 | 22,196 | 935 | 2,157 | 797,457 | 219,748 | 2 | 2,253,442 |
| Add : Commission on Re-insurance accepted | - | - | - | - | - | - | - | - | - | - | - | - |
| Less : Commission on Re-insurance ceded | - | - | - | - | - | - | - | - | - | - | - | - |
| Net commission | 639,223 | 8,496 | 28,565 | 534,182 | 481 | 22,196 | 935 | 2,157 | 797,457 | 219,748 | 2 | 2,253,442 |
| Rewards | 24,861 | - | 19 | 21,113 | - | - | - | - | 38,768 | - | - | 84,760 |
| Break-up of the commission expenses (Gross) incurred to procure business: | | | | | | | | | | | | |
| Agents | 413,247 | 1,556 | 2,051 | 110,535 | 397 | 5,354 | 657 | 122 | 289,648 | 49,804 | - | 873,372 |
| Brokers | 2,236 | 1 | - | 8,675 | 11 | 6 | - | 131 | 123 | 16 | - | 11,200 |
| Corporate agency | 23,365 | 550 | 22 | 14,947 | - | 272 | 39 | - | 4,088 | 1,336 | - | 44,620 |
| Bancassurance | 200,325 | 6,388 | 26,493 | 399,176 | 73 | 16,564 | 238 | 1,903 | 503,598 | 168,592 | 2 | 1,323,352 |
| Micro Insurance Agent | - | - | - | - | - | - | - | - | - | - | - | - |
| CSC | - | - | - | - | - | - | - | - | - | - | - | - |
| IMF | 49 | - | - | 47 | - | - | - | - | - | - | - | 96 |
| Web Aggregator | - | - | - | 802 | - | - | - | - | - | - | - | 802 |
| Total | 639,223 | 8,496 | 28,565 | 534,182 | 481 | 22,196 | 935 | 2,157 | 797,457 | 219,748 | 2 | 2,253,442 |