

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

Form L-5- Commission Schedule

For the quarter ended December 31, 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	542,774	6,357	-34	770,352	-	-	545	-	811,957	547,206	-	2,679,157
- Renewal premiums	678,560	17,419	45,552	200,972	1,120	-	570	-	1,040,875	186,985	-	2,172,053
- Single premiums	562	402	-	202,025	-	44,076	-	1,575	65,855	5,776	16	320,286
Total	1,221,896	24,178	45,518	1,173,349	1,120	44,076	1,115	1,575	1,918,686	739,966	16	5,171,495
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	1,221,896	24,178	45,518	1,173,349	1,120	44,076	1,115	1,575	1,918,686	739,966	16	5,171,495
Rewards	40,831		3	22,480					90,219			153,533
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	729,236	2,587	1,720	143,632	808	7,488	807	158	567,874	154,926	2	1,609,237
Brokers	1,782	13	-	7,508	5	-	1	6	138	73	-	9,525
Corporate agency	79,549	1,506	29	51,648	1	1,583	23	-	15,666	6,082	-	156,086
Bancassurance	411,146	20,073	43,768	970,012	306	35,005	284	1,412	1,335,009	578,885	14	3,395,913
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	-	-	-	-	-
IMF	184	-	-	41	-	-	-	-	-	-	-	224
Web Aggregator	-	-	-	510	-	-	-	-	-	-	-	510
Total	1,221,896	24,178	45,518	1,173,349	1,120	44,076	1,115	1,575	1,918,686	739,966	16	5,171,495

For the quarter ended December 31, 2019

(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	573,996	8,540	17,937	387,819	-	-	804	-	1,284,146	250,476	-	2,523,718
- Renewal premiums	600,975	15,789	56,184	155,664	1,222	-	433	-	812,053	127,051	-	1,769,370
- Single premiums	281	353	-	166,701	-	43,463	-	5,852	42,408	-2	11	259,067
Total	1,175,252	24,682	74,121	710,184	1,222	43,463	1,237	5,852	2,138,607	377,525	11	4,552,155
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	1,175,252	24,682	74,121	710,184	1,222	43,463	1,237	5,852	2,138,607	377,525	11	4,552,155
Rewards	44,442		388	14,479					130,807			190,116
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	698,747	2,410	2,905	92,855	888	9,156	942	364	683,958	71,514	4	1,563,743
Brokers	1,083	5	-	12,213	6	-	1	3	239	126	-	13,677
Corporate agency	46,324	1,011	59	20,550	-	549	10	-	15,741	2,222	-	86,467
Bancassurance	428,975	21,255	71,157	583,659	328	33,757	285	5,485	1,438,669	303,662	7	2,887,239
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	-	-	-	-	-
IMF	122	-	-	47	-	-	-	-	-	-	-	170
Web Aggregator	-	-	-	860	-	-	-	-	-	-	-	860
Total	1,175,252	24,682	74,121	710,184	1,222	43,463	1,237	5,852	2,138,607	377,525	11	4,552,155

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

For the period ended December 31, 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	1,259,957	15,028	17	1,699,377	-	-	1,991	(0)	1,649,535	1,027,479	-	5,653,385
- Renewal premiums	1,676,319	38,378	118,626	492,066	2,197	-	1,435	-	2,435,621	413,629	-	5,178,273
- Single premiums	1,352	700	-	452,209	-	104,694	-	5,765	160,784	12,663	35	738,201
Total	2,937,628	54,106	118,643	2,643,653	2,198	104,694	3,427	5,765	4,245,940	1,453,771	35	11,569,859
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	2,937,628	54,106	118,643	2,643,653	2,198	104,694	3,427	5,765	4,245,940	1,453,771	35	11,569,859
Rewards	94,124		26	52,652					175,506			322,307
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	1,804,527	6,541	5,429	381,519	1,686	20,554	2,507	573	1,294,319	303,369	19	3,821,044
Brokers	6,452	18	1	26,236	20	5,893.91	1	149	422	110	-	33,415
Corporate agency	164,679	3,296	105	104,756	1	2,683	83	-	33,421	11,711	-	320,733
Bancassurance	961,610	44,251	113,109	2,128,690	490	81,451	836	5,043	2,917,778	1,138,571	16	7,391,845
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	(0)	-	-	-	-
IMF	360	-	-	122	-	-	-	-	-	10,450.00	-	493
Web Aggregator	-	-	-	2,329	-	-	-	-	-	-	-	2,329
Total	2,937,628	54,106	118,643	2,643,653	2,198	104,694	3,427	5,765	4,245,940	1,453,771	35	11,569,859

For the period ended December 31, 2019

(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	1,535,608	23,006	55,253	1,148,870	-	-	2,494	(0)	2,850,497	532,313	-	6,148,041
- Renewal premiums	1,587,126	37,547	141,769	378,601	2,432	-	1,145	-	1,847,339	277,592	-	4,273,550
- Single premiums	875	727	-	476,873	1	107,893	-	11,514	108,708	-3	26	706,614
Total	3,123,609	61,280	197,021	2,004,344	2,433	107,893	3,639	11,514	4,806,544	809,902	26	11,128,205
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	3,123,609	61,280	197,021	2,004,344	2,433	107,893	3,639	11,514	4,806,544	809,902	26	11,128,205
Rewards	80,594		641	27,213					220,318			328,766
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	1,869,109	6,014	8,690	251,510	1,881	20,965	2,793	1,007	1,537,669	164,889	5	3,864,532
Brokers	7,891	17	7	25,593	22	-	2	198	682	206	-	34,618
Corporate agency	108,424	2,123	210	35,902	-	1,223	36	50	29,216	4,359	-	181,544
Bancassurance	1,137,960	53,125	188,114	1,688,338	529	85,704	809	10,259	3,238,978	640,448	21	7,044,287
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	(0)	-	-	-	-
IMF	225	-	-	48	-	-	-	-	-	-	-	273
Web Aggregator	-	-	-	2,952	-	-	-	-	-	-	-	2,952
Total	3,123,609	61,280	197,021	2,004,344	2,433	107,893	3,639	11,514	4,806,544	809,902	26	11,128,205