

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

Form L-5- Commission Schedule

For the quarter ended September 30, 2019

(₹ '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	521,445	8,196	18,189	564,062	-	-	874	-	930,107	178,114	-	2,220,987
- Renewal premiums	635,644	15,243	53,342	142,384	688	-	554	-	657,289	98,108	-	1,603,253
- Single premiums	349	292	-	171,286	-	41,957	-	2,891	41,314	(2)	1	258,089
Total	1,157,438	23,732	71,531	877,732	688	41,957	1,428	2,891	1,628,711	276,220	1	4,082,329
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	1,157,438	23,732	71,531	877,732	688	41,957	1,428	2,891	1,628,711	276,220	1	4,082,329
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	680,168	2,242	2,770	127,155	560	7,145	1,076	342	485,092	58,872	1	1,365,424
Brokers	4,230	8	5	6,348	4	-	1	13	229	35	-	10,872
Corporate agency	38,201	740	78	13,848	-	561	11	50	9,539	1,577	-	64,605
Bancassurance	434,779	20,741	68,679	729,338	124	34,251	340	2,485	1,133,852	215,735	-	2,640,325
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	-	-	-	-	-
IMF	61	-	-	1	-	-	-	-	-	-	-	62
Web Aggregator	-	-	-	1,041	-	-	-	-	-	-	-	1,041
Total	1,157,438	23,732	71,531	877,732	688	41,957	1,428	2,891	1,628,711	276,220	1	4,082,329

For the quarter ended September 30, 2018

(₹ '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	665,965	12,836	55,178	128,158	-	-	1,242	-	856,439	132,674	-	1,852,492
- Renewal premiums	474,861	12,571	45,113	123,932	712	-	394	-	446,223	63,747	-	1,167,554
- Single premiums	176	135	-	132,286	-	7,418	-	2,699	29,664	(7)	11	172,382
Total	1,141,002	25,543	100,292	384,376	712	7,418	1,636	2,699	1,332,326	196,414	11	3,192,428
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	1,141,002	25,543	100,292	384,376	712	7,418	1,636	2,699	1,332,326	196,414	11	3,192,428
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	641,196	2,369	4,254	30,366	567	1,960	1,187	254	408,445	47,706	-	1,138,303
Brokers	2,794	6	8	5,054	5	-	1	7	331	47	-	8,253
Corporate agency	24,901	274	90	1,372	-	6	5	2	2,802	1,014	-	30,465
Bancassurance	471,974	22,895	95,940	347,123	141	5,453	444	2,436	920,748	147,647	11	2,014,809
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	-	-	-	-	-
IMF	137	-	-	3	-	-	-	-	-	-	-	140
Web Aggregator	-	-	-	458	-	-	-	-	-	-	-	458
Total	1,141,002	25,543	100,292	384,376	712	7,418	1,636	2,699	1,332,326	196,414	11	3,192,428

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

Form L-5- Commission Schedule

For the period ended September 30, 2019

(₹ '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	961,612	14,466	37,316	761,051	-	-	1,690	-	1,566,351	281,837	-	3,624,323
- Renewal premiums	986,151	21,758	85,585	222,936	1,210	-	712	-	1,035,286	150,541	-	2,504,179
- Single premiums	594	374	-	310,172	-	64,430	-	5,662	66,300	(1)	15	447,547
Total	1,948,357	36,598	122,901	1,294,160	1,210	64,430	2,402	5,662	2,667,937	432,377	15	6,576,049
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	1,948,357	36,598	122,901	1,294,160	1,210	64,430	2,402	5,662	2,667,937	432,377	15	6,576,049
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	1,170,362	3,603	5,785	158,655	993	11,809	1,851	643	853,711	93,375	1,050.00	2,300,789
Brokers	6,808	12	7	13,379	16	-	1	195	442	80	-	20,941
Corporate agency	62,099	1,113	152	15,353	-	674	26	50	13,475	2,137	-	95,077
Bancassurance	708,985	31,870	116,957	1,104,680	202	51,947	525	4,774	1,800,308	336,786	14	4,157,048
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	-	-	-	-	-
IMF	102	-	-	1	-	-	-	-	-	-	-	103
Web Aggregator	-	-	-	2,093	-	-	-	-	-	-	-	2,093
Total	1,948,357	36,598	122,901	1,294,160	1,210	64,430	2,402	5,662	2,667,937	432,377	15	6,576,049

For the period ended September 30, 2018

(₹ '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	1,168,593	20,079	88,228	163,641	8	-	2,169	-	1,337,120	195,842	-	2,975,681
- Renewal premiums	788,004	17,346	69,065	204,555	1,287	-	403	-	708,726	98,210	-	1,887,596
- Single premiums	289	174	-	221,590	1	11,367	-	4,178	50,468	(6)	11	288,073
Total	1,956,886	37,599	157,294	589,786	1,296	11,367	2,572	4,179	2,096,315	294,046	10,500.00	5,151,351
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	1,956,886	37,599	157,294	589,786	1,296	11,367	2,572	4,179	2,096,315	294,046	11	5,151,351
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	1,115,040	3,713	8,665	50,699	1,050	3,706	1,850	399	679,201	76,065	-	1,940,389
Brokers	5,506	9	19	8,414	18	-	1	177	623	96	-	14,863
Corporate agency	41,741	383	129	2,028	-	35	14	4	4,406	1,320	-	50,059
Bancassurance	794,383	33,494	148,481	528,182	229	7,626	707	3,598	1,412,085	216,564	11	3,145,360
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	-	-	-	-	-
IMF	216	-	-	5	-	-	-	-	-	-	-	221
Web Aggregator	-	-	-	458	-	-	-	-	-	-	-	458
Total	1,956,886	37,599	157,294	589,786	1,296	11,367	2,572	4,179	2,096,315	294,046	11	5,151,351