

**SBI LIFE INSURANCE COMPANY LIMITED**  
**SCHEDULES FORMING PART OF FINANCIAL STATEMENTS**

**Form L-5- Commission Schedule**

**For the quarter ended March 31, 2020**

(₹ '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	4,73,390	7,465	6,741	4,53,319	-	-	1,248	-	9,06,213	2,42,477	-	20,90,853
- Renewal premiums	7,84,010	16,064	60,815	1,79,267	1,610	-	594	-	9,92,007	1,35,999	-	21,70,365
- Single premiums	375	46	-	2,10,789	-	24,813	-	1,837	33,704	1,228	-	2,72,793
<b>Total</b>	<b>12,57,775</b>	<b>23,575</b>	<b>67,556</b>	<b>8,43,375</b>	<b>1,610</b>	<b>24,813</b>	<b>1,842</b>	<b>1,837</b>	<b>19,31,924</b>	<b>3,79,704</b>	<b>-</b>	<b>45,34,011</b>
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net commission</b>	<b>12,57,775</b>	<b>23,575</b>	<b>67,556</b>	<b>8,43,375</b>	<b>1,610</b>	<b>24,813</b>	<b>1,842</b>	<b>1,837</b>	<b>19,31,924</b>	<b>3,79,704</b>	<b>-</b>	<b>45,34,011</b>
Rewards	62,302	-	414	25,841	-	-	-	-	1,69,851	-	-	2,58,409
<b>Break-up of the commission expenses (Gross) incurred to procure business:</b>												
Agents	8,12,132	3,792	3,619	1,21,889	1,263	7,308	1,215	234	6,45,758	88,588	-	16,85,798
Brokers	3,219	9	2	8,577	15	29	-	102	252	129	-	12,335
Corporate agency	53,451	1,197	148	29,686	-	518	9	-	19,236	3,137	-	1,07,382
Bancassurance	3,88,855	18,577	63,786	6,82,358	332	16,958	618	1,502	12,66,678	2,87,850	-	27,27,514
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	-	-	-	-	-
IMF	117	-	-	1	-	-	-	-	-	-	-	118
Web Aggregator	-	-	-	865	-	-	-	-	-	-	-	865
<b>Total</b>	<b>12,57,775</b>	<b>23,575</b>	<b>67,556</b>	<b>8,43,375</b>	<b>1,610</b>	<b>24,813</b>	<b>1,842</b>	<b>1,837</b>	<b>19,31,924</b>	<b>3,79,704</b>	<b>-</b>	<b>45,34,011</b>

**For the quarter ended March 31, 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	7,52,658	16,437	56,432	2,44,303	-	-	1,337	325.00	11,23,083	1,84,656	-	23,78,907
- Renewal premiums	7,22,873	13,232	68,845	1,62,843	2,002	-	363	-	8,35,678	94,007	-	18,99,842
- Single premiums	141	136	-	1,99,775	-	8,772	-	3,857	29,039	1	48	2,41,770
<b>Total</b>	<b>14,75,672</b>	<b>29,805</b>	<b>1,25,278</b>	<b>6,06,921</b>	<b>2,002</b>	<b>8,772</b>	<b>1,700</b>	<b>3,857</b>	<b>19,87,800</b>	<b>2,78,664</b>	<b>48</b>	<b>45,20,519</b>
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net commission</b>	<b>14,75,672</b>	<b>29,805</b>	<b>1,25,278</b>	<b>6,06,921</b>	<b>2,002</b>	<b>8,772</b>	<b>1,700</b>	<b>3,857</b>	<b>19,87,800</b>	<b>2,78,664</b>	<b>48</b>	<b>45,20,519</b>
Rewards	68,487	-	(3,558)	(926)	-	-	-	-	1,25,058	-	-	1,89,061
<b>Break-up of the commission expenses (Gross) incurred to procure business:</b>												
Agents	8,98,309	2,953	6,484	50,008	1,596	2,096	1,127	805	7,24,413	74,447	10	17,62,247
Brokers	3,564	11	6	7,188	18	-	1	105	384	27	-	11,303
Corporate agency	44,643	1,537	162	3,488	-	38	16	-	5,979	979	-	56,843
Bancassurance	5,28,882	25,304	1,18,626	5,45,483	388	6,638	557	2,946	12,57,025	2,03,211	38	26,89,098
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	-	-	-	-	-
IMF	274	-	-	1	-	-	-	-	-	-	-	275
Web Aggregator	-	-	-	753	-	-	-	-	-	-	-	753
<b>Total</b>	<b>14,75,672</b>	<b>29,805</b>	<b>1,25,278</b>	<b>6,06,921</b>	<b>2,002</b>	<b>8,772</b>	<b>1,700</b>	<b>3,857</b>	<b>19,87,800</b>	<b>2,78,664</b>	<b>48</b>	<b>45,20,519</b>

Form L-5- Commission Schedule

For the year ended March 31, 2020

(₹ '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	20,08,997	30,471	61,994	16,02,189	-	-	3,742	-	37,56,710	7,74,790	-	82,38,894
- Renewal premiums	23,71,136	53,610	2,02,583	5,57,867	4,043	-	1,739	-	28,39,346	4,13,591	-	64,43,915
- Single premiums	1,251	774	-	6,87,662	1	1,32,706	-	13,351	1,42,412	1,225	26	9,79,408
<b>Total</b>	<b>43,81,383</b>	<b>84,855</b>	<b>2,64,577</b>	<b>28,47,719</b>	<b>4,043</b>	<b>1,32,706</b>	<b>5,481</b>	<b>13,351</b>	<b>67,38,468</b>	<b>11,89,607</b>	<b>26</b>	<b>1,56,62,216</b>
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net commission</b>	<b>43,81,383</b>	<b>84,855</b>	<b>2,64,577</b>	<b>28,47,719</b>	<b>4,043</b>	<b>1,32,706</b>	<b>5,481</b>	<b>13,351</b>	<b>67,38,468</b>	<b>11,89,607</b>	<b>26</b>	<b>1,56,62,216</b>
<b>Rewards</b>	1,42,896	-	1,055	53,055	-	-	-	-	3,90,169	-	-	5,87,175
<b>Break-up of the commission expenses (Gross) incurred to procure business:</b>												
Agents	26,81,241	9,806	12,309	3,73,400	3,144	28,273	4,008	1,241	21,83,427	2,53,477	5	55,50,330
Brokers	11,111	26	9	34,170	37	29,469.55	2	300	934	335	-	46,952
Corporate agency	1,61,874	3,320	359	65,588	-	1,741	45	50	48,452	7,496	-	2,88,926
Bancassurance	15,26,815	71,703	2,51,900	23,70,696	862	1,02,662	1,427	11,761	45,05,655	9,28,298	21	97,71,801
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	-	-	-	-	-
IMF	342	-	-	49	-	-	-	-	-	-	-	391
Web Aggregator	-	-	-	3,817	-	-	-	-	-	-	-	3,817
<b>Total</b>	<b>43,81,383</b>	<b>84,855</b>	<b>2,64,577</b>	<b>28,47,719</b>	<b>4,043</b>	<b>1,32,706</b>	<b>5,481</b>	<b>13,351</b>	<b>67,38,468</b>	<b>11,89,607</b>	<b>26</b>	<b>1,56,62,216</b>

For the year March 31, 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	26,04,856	47,316	2,06,306	5,78,293	8	-	4,306	(1)	35,12,825	5,73,350	-	75,27,259
- Renewal premiums	20,42,144	44,384	1,92,646	5,14,133	4,639	-	1,119	-	21,40,857	2,73,193	-	52,13,114
- Single premiums	745	389	-	5,72,635	2	28,538	-	12,429	1,08,293	(4)	70	7,23,097
<b>Total</b>	<b>46,47,745</b>	<b>92,089</b>	<b>3,98,952</b>	<b>16,65,061</b>	<b>4,649</b>	<b>28,538</b>	<b>5,425</b>	<b>12,429</b>	<b>57,61,975</b>	<b>8,46,538</b>	<b>70</b>	<b>1,34,63,471</b>
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net commission</b>	<b>46,47,745</b>	<b>92,089</b>	<b>3,98,952</b>	<b>16,65,061</b>	<b>4,649</b>	<b>28,538</b>	<b>5,425</b>	<b>12,429</b>	<b>57,61,975</b>	<b>8,46,538</b>	<b>70</b>	<b>1,34,63,471</b>
<b>Rewards</b>	1,07,625	-	(3,361)	819	-	-	-	-	2,00,433	-	-	3,05,516
<b>Break-up of the commission expenses (Gross) incurred to procure business:</b>												
Agents	26,90,069	8,579	19,419	1,38,674	3,600	7,634	3,839	1,439	19,42,034	2,08,416	10	50,23,714
Brokers	11,629	25	24	23,760	43	-	4	460	1,356	154	-	37,454
Corporate agency	1,11,893	2,334	419	7,389	-	115	32	4	12,882	2,810	-	1,37,878
Bancassurance	18,33,346	81,151	3,79,090	14,93,395	1,006	20,789	1,550	10,525	38,05,704	6,35,158	60	82,61,773
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	(1)	-	-	-	(1)
IMF	809	-	-	5	-	-	-	-	-	-	-	814
Web Aggregator	-	-	-	1,837	-	-	-	-	-	-	-	1,837
<b>Total</b>	<b>46,47,745</b>	<b>92,089</b>	<b>3,98,952</b>	<b>16,65,061</b>	<b>4,649</b>	<b>28,538</b>	<b>5,425</b>	<b>12,429</b>	<b>57,61,975</b>	<b>8,46,538</b>	<b>70</b>	<b>1,34,63,471</b>