

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

**L - 5 - COMMISSION EXPENSES**

(₹ '000)

**For the period ended June 30, 2018**

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	502,628	7,242	33,050	35,483	8	-	928	-	480,681	63,168	-	1,123,189
- Renewal premiums	313,143	4,775	23,952	80,622	575	-	9	-	262,503	34,463	-	720,042
- Single premiums	113	39	-	89,304	1	3,949	-	1,479	20,804	1	-	115,691
<b>Total</b>	<b>815,884</b>	<b>12,056</b>	<b>57,002</b>	<b>205,410</b>	<b>584</b>	<b>3,949</b>	<b>937</b>	<b>1,479</b>	<b>763,989</b>	<b>97,632</b>		<b>1,958,922</b>
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net commission</b>	<b>815,884</b>	<b>12,056</b>	<b>57,002</b>	<b>205,410</b>	<b>584</b>	<b>3,949</b>	<b>937</b>	<b>1,479</b>	<b>763,989</b>	<b>97,632</b>		<b>1,958,922</b>
<b>Break-up of the commission expenses (Gross) incurred to procure business:</b>												
Agents	473,844	1,344	4,412	20,333	482	1,746	663	145	270,756	28,360	-	802,086
Brokers	2,711	3	11	3,360	13	-	-	170	292	49	-	6,610
Corporate agency	16,840	109	38	656	-	29	10	2	1,604	306	-	19,594
Bancassurance	322,409	10,599	52,541	181,059	89	2,173	263	1,163	491,337	68,917	-	1,130,551
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	-	-	-	-	-
IMF	79	-	-	2	-	-	-	-	-	-	-	81
<b>Total</b>	<b>815,884</b>	<b>12,056</b>	<b>57,002</b>	<b>205,410</b>	<b>584</b>	<b>3,949</b>	<b>937</b>	<b>1,479</b>	<b>763,989</b>	<b>97,632</b>		<b>1,958,922</b>

(₹ '000)

**For the period ended June 30, 2017**

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	441,235	6,405	23,694	60,916	(1)	1	-	21	491,893	55,277	-	1,079,440
- Renewal premiums	258,305	3,470	19,611	86,223	745	-	12	-	153,214	17,801	-	539,381
- Single premiums	146	84	-	8,184	-	2,725	-	3,581	17,702	7	79	32,508
<b>Total</b>	<b>699,686</b>	<b>9,959</b>	<b>43,305</b>	<b>155,323</b>	<b>744</b>	<b>2,726</b>	<b>12</b>	<b>3,601</b>	<b>662,810</b>	<b>73,085</b>	<b>79</b>	<b>1,651,329</b>
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net commission</b>	<b>699,686</b>	<b>9,959</b>	<b>43,305</b>	<b>155,323</b>	<b>744</b>	<b>2,726</b>	<b>12</b>	<b>3,601</b>	<b>662,810</b>	<b>73,085</b>	<b>79</b>	<b>1,651,329</b>
<b>Break-up of the commission expenses (Gross) incurred to procure business:</b>												
Agents	418,675	1,288	3,961	17,474	592	807	9	1,408	232,767	23,264	-	700,246
Brokers	3,470	5	12	4,611	13	-	-	360	378	48	3	8,899
Corporate agency	17,366	3	29	504	-	4	-	177	1,043	31	-	19,156
Bancassurance	260,093	8,662	39,304	132,733	139	1,914	3	1,636	428,622	49,743	76	922,925
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	21	-	-	-	21
IMF	81	-	-	-	-	-	-	-	-	-	-	81
<b>Total</b>	<b>699,686</b>	<b>9,959</b>	<b>43,305</b>	<b>155,323</b>	<b>744</b>	<b>2,726</b>	<b>12</b>	<b>3,601</b>	<b>662,810</b>	<b>73,085</b>	<b>79</b>	<b>1,651,329</b>