

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

SCHEDULE - 2
Form L-5- Commission Schedule

For the period ended June 30, 2016

(₹ ' 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 | 360,828 | 2,933 | 12,329 | 68,296 | | | (6) | 32 | 297,451 | 25,118 | | 766,981 |
| - Renewal premiums | 171,809 | 2,581 | 15,824 | 66,561 | 912 | | 10 | | 75,318 | 8,014 | | 341,029 |
| - Single premiums | 169 | 39 | | 2,514 | | 3,432 | | 2,252 | 14,885 | 3 | 3 | 23,297 |
| Total | 532,806 | 5,553 | 28,153 | 137,371 | 912 | 3,432 | 4 | 2,284 | 387,655 | 33,135 | 3 | 1,131,307 |
| Add: Commission on Re-insurance accepted | - | - | - | - | - | - | - | - | - | - | - | - |
| Less: Commission on Re-insurance ceded | - | - | - | - | - | - | - | - | - | - | - | - |
| Net commission | 532,806 | 5,553 | 28,153 | 137,371 | 912 | 3,432 | 4 | 2,284 | 387,655 | 33,135 | 3 | 1,131,307 |
| Break-up of the commission expenses (Gross) incurred to procure business: | | | | | | | | | | | | |
| Agents | 322,555 | 849 | 4,186 | 17,976 | 656 | 1,370 | 9 | 418 | 132,983 | 12,705 | | 493,706 |
| Brokers | 4,697 | 5 | 8 | 1,689 | 13 | -8 | | 61 | 428 | 49 | | 6,941 |
| Corporate agency | 10,690 | 2 | 42 | 57 | | 34 | | 174 | 491 | 56 | | 11,547 |
| Bancassurance | 194,865 | 4,696 | 23,917 | 117,649 | 243 | 2,035 | -5 | 1,598 | 253,754 | 20,326 | 3 | 619,081 |
| Micro Insurance Agent | | | | | | | | | | | | |
| CSC | | | | | | | | 32 | | | | 32 |
| Total | 532,806 | 5,553 | 28,153 | 137,371 | 912 | 3,432 | 4 | 2,284 | 387,655 | 33,135 | 3 | 1,131,307 |

SCHEDULE - 2
Form L-5- Commission Schedule

For the period ended June 30, 2015

(₹ ' 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 | 349,927 | 4,554 | 19,682 | 53,516 | (2) | | | | 133,786 | 8,138 | | 569,601 |
| - Renewal premiums | 142,099 | 1,594 | 8,336 | 84,092 | 1,407 | | 4 | | 64,626 | 6,103 | | 308,260 |
| - Single premiums | 262 | 218 | | 3,753 | 1 | 2,463 | | 1,962 | 13,208 | 4 | 10 | 21,880 |
| Total | 492,288 | 6,366 | 28,017 | 141,361 | 1,406 | 2,463 | 4 | 1,962 | 211,620 | 14,244 | 10 | 899,741 |
| Add: Commission on Re-insurance accepted | - | - | - | - | - | - | - | - | - | - | - | - |
| Less: Commission on Re-insurance ceded | - | - | - | - | - | - | - | - | - | - | - | - |
| Net commission | 492,288 | 6,366 | 28,017 | 141,361 | 1,406 | 2,463 | 4 | 1,962 | 211,620 | 14,244 | 10 | 899,741 |
| Break-up of the commission expenses (Gross) incurred to procure business: | | | | | | | | | | | | |
| Agents | 315,268 | 1,186 | 4,379 | 30,285 | 967 | 1,491 | 20 | 546 | 86,556 | 7,727 | | 448,426 |
| Brokers | 13,310 | 8 | 10 | 1,600 | 44 | 7 | | 89 | 557 | 80 | | 15,705 |
| Corporate agency | 12,034 | 2 | 30 | 959 | | 45 | 1 | 88 | 320 | 33 | | 13,511 |
| Bancassurance | 151,676 | 5,170 | 23,599 | 108,517 | 395 | 919 | (18) | 1,239 | 124,187 | 6,404 | 10 | 422,100 |
| Micro Insurance Agent | | | | | | | | | | | | |
| CSC | | | | | | | | | | | | |
| Total | 492,288 | 6,366 | 28,017 | 141,360 | 1,406 | 2,463 | 4 | 1,962 | 211,620 | 14,244 | 10 | 899,741 |