

SBI LIFE INSURANCE COMPANY LIMITED

L-5 COMMISSION EXPENSES

(₹ '000)

For the quarter ended September 30, 2016

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	4,46,566	3,928	15,310	1,06,883	-	-	-	36	5,62,094	50,083	-	11,84,899
- Renewal premiums	2,94,852	6,174	20,944	93,427	1,034	-	19	-	1,21,486	15,517	-	5,53,452
- Single premiums	104	104	-	2,419	-	4,027	-	1,502	19,231	3	15	27,406
Total	7,41,521	10,206	36,255	2,02,730	1,034	4,027	19	1,538	7,02,811	65,603	15	17,65,758
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	7,41,521	10,206	36,255	2,02,730	1,034	4,027	19	1,538	7,02,811	65,603	15	17,65,758
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	4,38,336	1,186	4,195	18,662	697	1,581	14	55	2,42,443	24,604	9	7,31,782
Brokers	4,500	9	8	919	7	-	1	3	421	57	-	5,924
Corporate agency	14,462	3	57	496	-	16	-	-	674	54	-	15,762
Bancassurance	2,84,223	9,009	31,995	1,82,652	330	2,431	4	1,443	4,59,273	40,888	6	10,12,253
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	36	-	-	-	36
Total	7,41,521	10,206	36,255	2,02,730	1,034	4,027	19	1,538	7,02,811	65,603	15	17,65,758

(₹ '000)

For the period ended September 30, 2016

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	8,07,394	6,860	27,640	1,75,179	-	-	(6)	67	8,59,545	75,201	-	19,51,881
- Renewal premiums	4,66,661	8,755	36,768	1,59,988	1,946	-	29	-	1,96,804	23,530	-	8,94,481
- Single premiums	273	143	-	4,934	-	7,459	-	3,754	34,116	6	18	50,703
Total	12,74,328	15,758	64,408	3,40,101	1,946	7,459	23	3,821	10,90,466	98,737	18	28,97,065
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	12,74,328	15,758	64,408	3,40,101	1,946	7,459	23	3,821	10,90,466	98,737	18	28,97,065
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	7,60,891	2,035	8,381	36,638	1,352	2,951	22	474	3,75,426	37,309	9	12,25,489
Brokers	9,197	14	16	2,608	20	-8	1	64	848	105	-	12,865
Corporate agency	25,152	5	99	553	-	50	-	174	1,165	109	-	27,309
Bancassurance	4,79,088	13,705	55,912	3,00,301	573	4,466	(1)	3,042	7,13,026	61,214	9	16,31,334
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	67	-	-	-	67
Total	12,74,328	15,758	64,408	3,40,101	1,946	7,459	23	3,821	10,90,466	98,737	18	28,97,065

SBI LIFE INSURANCE COMPANY LIMITED

L-5 COMMISSION EXPENSES

(₹ '000)

For the quarter ended September 30, 2015

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	5,69,751	9,553	35,320	89,442	2	-	3	18	3,40,673	21,039	-	10,65,800
- Renewal premiums	2,38,193	4,816	10,770	1,16,529	1,320	-	665	-	92,407	10,613	-	4,75,311
- Single premiums	599	304	-	3,106	3	3,431	-	1,867	25,396	14	108	34,827
Total	8,08,543	14,672	46,090	2,09,077	1,325	3,431	668	1,885	4,58,475	31,666	108	15,75,939
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	8,08,543	14,672	46,090	2,09,077	1,325	3,431	668	1,885	4,58,475	31,666	108	15,75,939
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	4,53,926	1,659	4,709	33,271	894	1,672	23	284	1,66,548	16,199	15	6,79,200
Brokers	11,985	8	15	1,062	20	(3)	1	(3)	589	64	1	13,739
Corporate agency	16,629	4	42	853	3	42	42	2	475	56	-	18,106
Bancassurance	3,26,003	13,000	41,324	1,73,883	409	1,720	643	1,584	2,90,863	15,347	91	8,64,868
Micro Insurance Agent	-	-	-	8	-	-	-	-	-	-	-	8
CSC	-	-	-	-	-	-	-	18	-	-	-	18
Total	8,08,543	14,672	46,090	2,09,078	1,325	3,431	668	1,885	4,58,475	31,666	108	15,75,940

(₹ '000)

For the period ended September 30, 2015

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	9,19,678	14,107	55,001	1,42,958	1	-	3	18	4,74,459	29,176	-	16,35,401
- Renewal premiums	3,80,292	6,410	19,105	2,00,622	2,726	-	669	-	1,57,033	16,715	-	7,83,572
- Single premiums	861	522	-	6,859	4	5,894	-	3,828	38,604	18	118	56,707
Total	13,00,831	21,039	74,107	3,50,438	2,731	5,894	672	3,847	6,70,096	45,909	118	24,75,680
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	13,00,831	21,039	74,107	3,50,438	2,731	5,894	672	3,847	6,70,096	45,909	118	24,75,680
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	7,69,194	2,845	9,088	63,555	1,860	3,163	43	830	2,53,105	23,926	15	11,27,626
Brokers	25,295	16	25	2,662	64	4	1	86	1,146	144	1	29,444
Corporate agency	28,663	6	71	1,812	4	87	1	90	794	88	-	31,616
Bancassurance	4,77,679	18,171	64,923	2,82,401	804	2,639	626	2,823	4,15,050	21,751	102	12,86,967
Micro Insurance Agent	-	-	-	8	-	-	-	-	-	-	-	8
CSC	-	-	-	-	-	-	-	18	-	-	-	18
Total	13,00,831	21,039	74,107	3,50,438	2,731	5,894	672	3,847	6,70,096	45,909	118	24,75,680