

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

SCHEDULE - 2
COMMISSION EXPENSES

(₹ '000)

For the quarter ended December 31, 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	3,90,511	2,503	13,824	96,694				29	7,54,636	73,871		13,32,068
- Renewal premiums	3,77,252	9,769	31,440	1,12,477	1,573				1,94,265	18,394		7,45,222
- Single premiums	143	25		1,927	2	4,061	53	1,551	19,417	8	60	27,194
Total	7,67,906	12,296	45,263	2,11,098	1,574	4,061	53	1,580	9,68,318	92,273	60	21,04,484
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	7,67,906	12,296	45,263	2,11,098	1,574	4,061	53	1,580	9,68,318	92,273	60	21,04,484
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	4,39,747	1,275	4,097	24,231	1,145	1,330	27	236	3,34,986	31,562		8,38,637
Brokers	4,113	6	2	1,877	9			87	418	35		6,547
Corporate agency	13,727	11	18	490	1			87	1,287	68		15,690
Bancassurance	3,10,297	11,005	41,146	1,84,499	419	2,732	26	1,141	6,31,627	60,608	60	12,43,559
Micro Insurance Agent				2								2
CSC								29				29
IMF	21											21
Total	7,67,906	12,296	45,263	2,11,098	1,574	4,061	53	1,580	9,68,318	92,273	60	21,04,484

(₹ '000)

For the period ended December 31, 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	11,97,905	9,363	41,463	2,71,873				96	16,14,181	1,49,072		32,83,949
- Renewal premiums	8,43,913	18,523	68,208	2,72,465	3,518			82	3,91,069	41,925		16,39,703
- Single premiums	416	168		6,861	2	11,520		5,306	53,533	14	77	77,897
Total	20,42,234	28,055	1,09,671	5,51,199	3,520	11,520	76	5,402	20,58,784	1,91,010	77	50,01,549
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	20,42,234	28,055	1,09,671	5,51,199	3,520	11,520	76	5,402	20,58,784	1,91,010	77	50,01,549
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	12,00,638	3,310	12,479	60,869	2,498	4,281	49	710	7,10,412	68,871	9	20,64,126
Brokers	13,310	20	18	4,485	29	-8	1	151	1,266	140		19,412
Corporate agency	38,879	16	117	1,043	1	50	1	261	2,452	177		42,998
Bancassurance	7,89,385	24,710	97,057	4,84,800	992	7,198	25	4,183	13,44,653	1,21,822	68	28,74,893
Micro Insurance Agent				2								2
CSC								96				96
IMF	21											21
Total	20,42,234	28,055	1,09,671	5,51,199	3,520	11,520	76	5,402	20,58,784	1,91,010	77	50,01,549

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SCHEDULE - 2
COMMISSION EXPENSES

(₹ '000)

For the quarter ended December 31, 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	6,60,226	11,934	42,359	1,00,378	-2		1	17	5,97,752	37,941		14,50,606
- Renewal premiums	2,74,874	7,763	23,601	1,34,678	2,577		141		1,29,354	9,202		5,82,190
- Single premiums	493	445		2,968	5	6,469		1,627	29,301	4	3	41,315
Total	9,35,593	20,142	65,960	2,38,023	2,581	6,469	142	1,643	7,56,407	47,147	3	20,74,111
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	9,35,593	20,142	65,960	2,38,023	2,581	6,469	142	1,643	7,56,407	47,147	3	20,74,111
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	4,68,048	1,437	4,744	45,313	1,559	1,670	27	139	2,42,812	20,838		7,86,588
Brokers	7,186	5	3	845	26	64	1		468	27		8,624
Corporate agency	15,334	6	40	1,902	8	213	1		666	50		18,221
Bancassurance	4,45,024	18,694	61,174	1,89,961	988	4,523	113	1,487	5,12,461	26,232	3	12,60,661
Micro Insurance Agent				2								2
CSC								17				17
Total	9,35,593	20,142	65,960	2,38,023	2,581	6,469	142	1,643	7,56,407	47,147	3	20,74,111

(₹ '000)

For the period ended December 31, 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	15,79,903	26,042	97,361	2,43,335	-1		4	35	10,72,211	67,117		30,86,007
- Renewal premiums	6,55,166	14,172	42,706	3,35,299	5,304		810		2,86,387	25,917		13,65,761
- Single premiums	1,354	967		9,827	9	12,363		5,455	67,905	22	120	98,022
Total	22,36,424	41,181	1,40,067	5,88,461	5,312	12,363	814	5,490	14,26,503	93,056	120	45,49,791
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	22,36,424	41,181	1,40,067	5,88,461	5,312	12,363	814	5,490	14,26,503	93,056	120	45,49,791
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	12,37,242	4,282	13,832	1,08,869	3,419	4,833	71	969	4,95,916	44,764	15	19,14,213
Brokers	32,481	22	27	3,507	90	68	2	86	1,614	171	1	38,068
Corporate agency	43,997	13	111	3,714	11	300	2	90	1,460	139		49,837
Bancassurance	9,22,704	36,865	1,26,096	4,72,362	1,791	7,162	739	4,310	9,27,512	47,983	104	25,47,628
Micro Insurance Agent				10								10
CSC								35				35
Total	22,36,424	41,181	1,40,067	5,88,461	5,312	12,363	814	5,490	14,26,503	93,056	120	45,49,791