

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

SCHEDULE - 2
COMMISSION EXPENSES

For the quarter ended March 31, 2017

(₹ '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	5,90,448	4,992	18,513	1,02,174				3	38	9,67,818	88,791		17,72,778
- Renewal premiums	4,75,512	7,420	51,213	1,41,690	2,213			51		3,18,267	29,042		10,25,407
- Single premiums	212	28		2,741	3	5,897		3,010		21,757	5	38	33,692
Total	10,66,171	12,440	69,726	2,46,605	2,217	5,897	54	3,048	13,07,842	1,17,839	38	28,31,876	
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	
Net commission	10,66,171	12,440	69,726	2,46,605	2,217	5,897	54	3,048	13,07,842	1,17,839	38	28,31,876	
Break-up of the commission expenses (Gross) incurred to procure business:													
Agents	6,52,817	2,184	8,595	28,855	1,722	1,925	29	526	4,77,425	45,609		12,19,686	
Brokers	5,382	11	14	1,795	21	45	1	30	567	59		7,924	
Corporate agency	21,229	9	78	1,032		9	1	1	1,970	106		24,433	
Bancassurance	3,86,697	10,237	61,039	2,14,915	474	3,919	23	2,453	8,27,880	72,065	38	15,79,739	
Micro Insurance Agent				9								9	
CSC								38				38	
IMF	47											47	
Total	10,66,171	12,440	69,726	2,46,605	2,217	5,897	54	3,048	13,07,842	1,17,839	38	28,31,876	

For the year ended March 31, 2017

(₹ '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	17,88,353	14,355	59,976	3,74,047				-2	134	25,81,999	2,37,863		50,56,727
- Renewal premiums	13,19,424	25,943	1,19,420	4,14,155	5,731			132		7,09,336	70,967		26,65,109
- Single premiums	628	197		9,602	6	17,417		8,316		75,290	19	115	1,11,589
Total	31,08,405	40,495	1,79,397	7,97,804	5,737	17,417	130	8,450	33,66,625	3,08,849	115	78,33,425	
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	
Net commission	31,08,405	40,495	1,79,397	7,97,804	5,737	17,417	130	8,450	33,66,625	3,08,849	115	78,33,425	
Break-up of the commission expenses (Gross) incurred to procure business:													
Agents	18,53,455	5,493	21,074	89,724	4,220	6,206	79	1,236	11,87,837	1,14,480	9	32,83,812	
Brokers	18,692	31	32	6,280	50	36	2	181	1,833	199		27,336	
Corporate agency	60,108	24	195	2,075	1	59	1	262	4,423	283		67,431	
Bancassurance	11,76,082	34,947	1,58,096	6,99,715	1,466	11,116	48	6,636	21,72,533	1,93,886	106	44,54,632	
Micro Insurance Agent				11								11	
CSC								134				134	
IMF	68											68	
Total	31,08,405	40,495	1,79,397	7,97,804	5,737	17,417	130	8,450	33,66,625	3,08,849	115	78,33,425	

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SCHEDULE - 2
COMMISSION EXPENSES

For the quarter ended March 31, 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	7,32,020	10,386	35,455	1,37,779				2	38	7,41,194	42,344		16,99,218
- Renewal premiums	4,09,095	6,173	46,597	1,51,976	3,916			54		2,07,906	17,598		8,43,315
- Single premiums	415	471		6,425	4	4,498		2,807		35,453	5	174	50,252
Total	11,41,530	17,031	82,052	2,96,179	3,920	4,498	56	2,845		9,84,553	59,946	174	25,92,784
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	11,41,530	17,031	82,052	2,96,179	3,920	4,498	56	2,845		9,84,553	59,946	174	25,92,784
Break-up of the commission expenses (Gross) incurred to procure business:													
Agents	6,58,007	2,445	11,968	43,479	2,778	2,088	38	544		3,90,093	31,593		11,43,033
Brokers	9,187	20	23	966	31	58	1	95		747	69	15	11,210
Corporate agency	19,917	13	83	1,205	2	85				1,157	39		22,502
Bancassurance	4,54,419	14,553	69,978	2,50,523	1,109	2,268	16	2,168		5,92,557	28,245	160	14,15,996
Micro Insurance Agent				6									6
CSC								38					38
Total	11,41,530	17,031	82,052	2,96,179	3,920	4,498	56	2,845		9,84,553	59,946	174	25,92,784

For the year ended March 31, 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	23,11,923	36,428	1,32,815	3,81,114	-1		6	73		18,13,405	1,09,461		47,85,225
- Renewal premiums	10,64,261	20,345	89,303	4,87,275	9,220		864			4,94,294	43,515		22,09,077
- Single premiums	1,770	1,438		16,251	13	16,861		8,262		1,03,357	27	295	1,48,274
Total	33,77,954	58,212	2,22,119	8,84,640	9,231	16,861	870	8,335		24,11,056	1,53,003	295	71,42,575
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	33,77,954	58,212	2,22,119	8,84,640	9,231	16,861	870	8,335		24,11,056	1,53,003	295	71,42,575
Break-up of the commission expenses (Gross) incurred to procure business:													
Agents	18,95,249	6,727	25,800	1,52,348	6,197	6,921	109	1,514		8,86,009	76,357	15	30,57,247
Brokers	41,667	41	50	4,472	121	126	3	181		2,361	240	16	49,278
Corporate agency	63,914	26	194	4,920	13	385	2	90		2,617	178		72,339
Bancassurance	13,77,123	51,418	1,96,074	7,22,885	2,900	9,429	756	6,478		15,20,069	76,228	264	39,63,623
Micro Insurance Agent				16									16
CSC								73					73
Total	33,77,954	58,212	2,22,119	8,84,640	9,231	16,861	870	8,335		24,11,056	1,53,003	295	71,42,575