

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

Form L-5- Commission Schedule

(₹ '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 | 919,678 | 14,107 | 55,001 | 142,958 | 1 | - | 3 | 18 | 474,459 | 29,176 | | 1,635,401 |
| - Renewal premiums | 380,292 | 6,410 | 19,105 | 200,622 | 2,726 | - | 669 | | 157,033 | 16,715 | | 783,572 |
| - Single premiums | 861 | 522 | | 6,859 | 4 | 5,894 | | 3,828 | 38,604 | 18 | 118 | 56,707 |
| Total | 1,300,831 | 21,039 | 74,107 | 350,438 | 2,731 | 5,894 | 672 | 3,847 | 670,096 | 45,909 | 118 | 2,475,680 |
| Add: Commission on Re-insurance accepted | - | - | - | - | - | - | - | - | - | - | - | - |
| Less: Commission on Re-insurance ceded | - | - | - | - | - | - | - | - | - | - | - | - |
| Net commission | 1,300,831 | 21,039 | 74,107 | 350,438 | 2,731 | 5,894 | 672 | 3,847 | 670,096 | 45,909 | 118 | 2,475,680 |
| Break-up of the commission expenses (Gross) incurred to procure business: | | | | | | | | | | | | |
| Agents | 769,194 | 2,845 | 9,088 | 63,555 | 1,860 | 3,163 | 43 | 830 | 253,105 | 23,926 | 15 | 1,127,626 |
| 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 | 477,679 | 18,171 | 64,923 | 282,401 | 804 | 2,639 | 626 | 2,823 | 415,050 | 21,751 | 102 | 1,286,967 |
| Micro Insurance Agent | | | | 8 | | | | | | | | 8 |
| CSC | | | | | | | | | | | 18 | 18 |
| Total | 1,300,831 | 21,039 | 74,107 | 350,438 | 2,731 | 5,894 | 672 | 3,828 | 670,096 | 45,909 | 136 | 2,475,680 |

(₹ '000)

For the period ended September 30, 2014

| 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 | 785,690 | 10,994 | 54,312 | 225,584 | 9 | | 11 | | 182,425 | 19,596 | | 1,278,621 |
| - Renewal premiums | 313,263 | 3,514 | | 201,230 | 3,936 | | 968 | | 170,354 | 14,037 | | 707,301 |
| - Single premiums | 1,514 | 673 | | 8,699 | 4 | 10,179 | | 1,252 | 25,897 | 11 | 4 | 48,232 |
| Total | 1,100,467 | 15,181 | 54,312 | 435,512 | 3,949 | 10,179 | 979 | 1,252 | 378,676 | 33,644 | 4 | 2,034,154 |
| Add: Commission on Re-insurance accepted | - | - | - | - | - | - | - | - | - | - | - | - |
| Less: Commission on Re-insurance ceded | - | - | - | - | - | - | - | - | - | - | - | - |
| Net commission | 1,100,467 | 15,181 | 54,312 | 435,512 | 3,949 | 10,179 | 979 | 1,252 | 378,676 | 33,644 | 4 | 2,034,154 |
| Break-up of the commission expenses (Gross) incurred to procure business: | | | | | | | | | | | | |
| Agents | 739,992 | 3,660 | 12,510 | 172,171 | 2,698 | 5,380 | 238 | 235 | 187,452 | 18,231 | | 1,142,568 |
| Brokers | 64,699 | 13 | 37 | 5,096 | 367 | 22 | 20 | | 4,149 | 99 | 2 | 74,503 |
| Corporate agency | 32,319 | 14 | 103 | 2,634 | 4 | 2,114 | -3 | | 1,035 | 113 | | 38,334 |
| Bancassurance | 263,457 | 11,494 | 41,662 | 255,610 | 879 | 2,663 | 724 | 1,016 | 186,041 | 15,200 | 2 | 778,749 |
| Referral | | | | | | | | | | | | |
| Total | 1,100,467 | 15,181 | 54,312 | 435,512 | 3,949 | 10,179 | 979 | 1,252 | 378,676 | 33,644 | 4 | 2,034,154 |

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

Form L-5- Commission Schedule

(₹ '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 | 569,751 | 9,553 | 35,320 | 89,442 | 2 | - | 3 | 18 | 340,673 | 21,039 | | 1,065,800 |
| - Renewal premiums | 238,193 | 4,816 | 10,770 | 116,529 | 1,320 | - | 665 | | 92,407 | 10,613 | | 475,311 |
| - Single premiums | 599 | 304 | | 3,106 | 3 | 3,431 | | 1,867 | 25,396 | 14 | 108 | 34,827 |
| Total | 808,543 | 14,672 | 46,090 | 209,077 | 1,325 | 3,431 | 668 | 1,885 | 458,475 | 31,666 | 108 | 1,575,939 |
| Add: Commission on Re-insurance accepted | - | - | - | - | - | - | - | - | - | - | - | - |
| Less: Commission on Re-insurance ceded | - | - | - | - | - | - | - | - | - | - | - | - |
| Net commission | 808,543 | 14,672 | 46,090 | 209,077 | 1,325 | 3,431 | 668 | 1,885 | 458,475 | 31,666 | 108 | 1,575,939 |
| Break-up of the commission expenses (Gross) incurred to procure business: | | | | | | | | | | | | |
| Agents | 453,926 | 1,659 | 4,709 | 33,271 | 894 | 1,672 | 23 | 284 | 166,548 | 16,199 | 15 | 679,200 |
| 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 | | 2 | 475 | 56 | | 18,106 |
| Bancassurance | 326,003 | 13,000 | 41,324 | 173,883 | 409 | 1,720 | 643 | 1,584 | 290,863 | 15,347 | 91 | 864,868 |
| Micro Insurance Agent | | | | 8 | | - | | | | | | 8 |
| CSC | | | | | | | | 18 | | | | 18 |
| Total | 808,543 | 14,672 | 46,090 | 209,077 | 1,325 | 3,431 | 668 | 1,885 | 458,475 | 31,666 | 108 | 1,575,939 |

(₹ '000)

For the quarter ended September 30, 2014

| 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 | 468,499 | 6,424 | 35,444 | 120,708 | 5 | | | | 127,278 | 13,753 | | 772,112 |
| - Renewal premiums | 222,579 | 3,145 | | 121,896 | 2,346 | -3 | 872 | | 102,544 | 9,335 | | 462,716 |
| - Single premiums | 900 | 272 | | 4,399 | 3 | 5,465 | | 929 | 17,173 | 7 | 4 | 29,150 |
| Total | 691,978 | 9,840 | 35,444 | 247,003 | 2,354 | 5,462 | 872 | 929 | 246,996 | 23,095 | 4 | 1,263,978 |
| Add: Commission on Re-insurance accepted | - | - | - | - | - | - | - | - | - | - | - | - |
| Less: Commission on Re-insurance ceded | - | - | - | - | - | - | - | - | - | - | - | - |
| Net commission | 691,978 | 9,840 | 35,444 | 247,003 | 2,354 | 5,462 | 872 | 929 | 246,996 | 23,095 | 4 | 1,263,978 |
| Break-up of the commission expenses (Gross) incurred to procure business: | | | | | | | | | | | | |
| Agents | 427,881 | 2,167 | 7,468 | 87,629 | 1,501 | 3,012 | 121 | 11 | 120,977 | 12,564 | | 663,332 |
| Brokers | 61,883 | 7 | 13 | 4,163 | 358 | -9 | 19 | | 3,164 | 58 | 2 | 69,658 |
| Corporate agency | 19,062 | 11 | 51 | 1,272 | 4 | 1,440 | -5 | | 291 | 82 | | 22,207 |
| Bancassurance | 183,152 | 7,655 | 27,912 | 153,940 | 491 | 1,019 | 737 | 918 | 122,564 | 10,392 | 2 | 508,782 |
| Referral | | | | | | | | | | | | |
| Total | 691,978 | 9,840 | 35,444 | 247,003 | 2,354 | 5,462 | 872 | 929 | 246,996 | 23,095 | 4 | 1,263,978 |