

SBI LIFE INSURANCE COMPANY LIMITED  
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

SCHEDULE - 2  
COMMISSION EXPENSES

For the period ended December 31, 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	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
<b>Total</b>	<b>22,36,424</b>	<b>41,181</b>	<b>1,40,067</b>	<b>5,88,461</b>	<b>5,312</b>	<b>12,363</b>	<b>814</b>	<b>5,490</b>	<b>14,26,503</b>	<b>93,056</b>	<b>120</b>	<b>45,49,791</b>
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net commission</b>	<b>22,36,424</b>	<b>41,181</b>	<b>1,40,067</b>	<b>5,88,461</b>	<b>5,312</b>	<b>12,363</b>	<b>814</b>	<b>5,490</b>	<b>14,26,503</b>	<b>93,056</b>	<b>120</b>	<b>45,49,791</b>
<b>Break-up of the commission expenses (Gross) incurred to procure business:</b>												
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
<b>Total</b>	<b>22,36,424</b>	<b>41,181</b>	<b>1,40,067</b>	<b>5,88,461</b>	<b>5,312</b>	<b>12,363</b>	<b>814</b>	<b>5,490</b>	<b>14,26,503</b>	<b>93,056</b>	<b>120</b>	<b>45,49,791</b>

For the period ended December 31, 2014

(₹ '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	14,05,091	26,288	1,27,188	3,55,200	38	-	21	-	4,86,382	40,101	-	24,40,310
- Renewal premiums	5,37,451	9,171	3,792	3,58,226	7,695	-	1,288	-	3,07,581	18,912	-	12,44,115
- Single premiums	2,373	1,027	-	12,576	5	17,217	-	2,768	55,096	10	35	91,107
<b>Total</b>	<b>19,44,915</b>	<b>36,486</b>	<b>1,30,980</b>	<b>7,26,001</b>	<b>7,738</b>	<b>17,217</b>	<b>1,308</b>	<b>2,768</b>	<b>8,49,059</b>	<b>59,023</b>	<b>35</b>	<b>37,75,532</b>
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net commission</b>	<b>19,44,915</b>	<b>36,486</b>	<b>1,30,980</b>	<b>7,26,001</b>	<b>7,738</b>	<b>17,217</b>	<b>1,308</b>	<b>2,768</b>	<b>8,49,059</b>	<b>59,023</b>	<b>35</b>	<b>37,75,532</b>
<b>Break-up of the commission expenses (Gross) incurred to procure business:</b>												
Agents	11,77,274	5,499	19,258	2,54,325	5,065	8,960	342	600	3,64,525	30,864	31	18,66,743
Brokers	1,00,144	151	39	4,890	490	83	25	178	18,384	406	2	1,24,792
Corporate agency	50,582	21	123	4,958	15	2,360	(1)	89	1,541	143	-	59,831
Bancassurance	6,16,915	30,815	1,11,560	4,61,829	2,168	5,814	943	1,901	4,64,609	27,610	2	17,24,166
Referral												
<b>Total</b>	<b>19,44,915</b>	<b>36,486</b>	<b>1,30,980</b>	<b>7,26,001</b>	<b>7,738</b>	<b>17,217</b>	<b>1,308</b>	<b>2,768</b>	<b>8,49,059</b>	<b>59,023</b>	<b>35</b>	<b>37,75,532</b>

SBI LIFE INSURANCE COMPANY LIMITED  
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

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
<b>Total</b>	<b>9,35,593</b>	<b>20,142</b>	<b>65,960</b>	<b>2,38,023</b>	<b>2,581</b>	<b>6,469</b>	<b>142</b>	<b>1,643</b>	<b>7,56,407</b>	<b>47,147</b>	<b>3</b>	<b>20,74,111</b>
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net commission</b>	<b>9,35,593</b>	<b>20,142</b>	<b>65,960</b>	<b>2,38,023</b>	<b>2,581</b>	<b>6,469</b>	<b>142</b>	<b>1,643</b>	<b>7,56,407</b>	<b>47,147</b>	<b>3</b>	<b>20,74,111</b>
<b>Break-up of the commission expenses (Gross) incurred to procure business:</b>												
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								35				35
<b>Total</b>	<b>9,35,593</b>	<b>20,142</b>	<b>65,960</b>	<b>2,38,023</b>	<b>2,581</b>	<b>6,469</b>	<b>142</b>	<b>1,662</b>	<b>7,56,407</b>	<b>47,147</b>	<b>3</b>	<b>20,74,129</b>

For the quarter ended December 31, 2014

(₹ '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	6,19,401	15,293	72,877	1,29,616	30	-	10		3,03,957	20,505		11,61,689
- Renewal premiums	2,24,188	5,657	3,792	1,56,996	3,759	-	320		1,37,227	4,875		5,36,814
- Single premiums	859	354		3,877	1	7,038		1,517	29,199	-1	31	42,875
<b>Total</b>	<b>8,44,448</b>	<b>21,305</b>	<b>76,668</b>	<b>2,90,490</b>	<b>3,789</b>	<b>7,038</b>	<b>330</b>	<b>1,517</b>	<b>4,70,383</b>	<b>25,379</b>	<b>31</b>	<b>17,41,378</b>
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net commission</b>	<b>8,44,448</b>	<b>21,305</b>	<b>76,668</b>	<b>2,90,490</b>	<b>3,789</b>	<b>7,038</b>	<b>330</b>	<b>1,517</b>	<b>4,70,383</b>	<b>25,379</b>	<b>31</b>	<b>17,41,378</b>
<b>Break-up of the commission expenses (Gross) incurred to procure business:</b>												
Agents	4,37,283	1,839	6,748	82,153	2,367	3,580	103	365	1,77,074	12,633	31	7,24,175
Brokers	35,445	138	3	-206	122	61	5	178	14,235	307		50,289
Corporate agency	18,263	7	20	2,323	11	246	2	89	506	29		21,497
Bancassurance	3,53,458	19,320	69,898	2,06,219	1,289	3,151	219	885	2,78,569	12,410		9,45,417
Referral												
<b>Total</b>	<b>8,44,448</b>	<b>21,305</b>	<b>76,668</b>	<b>2,90,490</b>	<b>3,789</b>	<b>7,038</b>	<b>330</b>	<b>1,517</b>	<b>4,70,383</b>	<b>25,379</b>	<b>31</b>	<b>17,41,378</b>