

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

SCHEDULE - 2

Form L-5- Commission Schedule

(₹ '000)

For the quarter ended March 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	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

SCHEDULE - 2

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(₹ '000)

For the year ended March 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	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

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For the quarter ended March 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	7,69,556	16,419	71,916	1,36,687	21	-	2		4,58,440	23,108		14,76,148
- Renewal premiums	3,10,392	3,906	24,710	1,88,704	5,103	-	990		1,93,138	12,015		7,38,958
- Single premiums	689	396		5,023	3	4,948		2,685	32,357	11	378	46,488
Total	10,80,636	20,721	96,626	3,30,413	5,127	4,948	992	2,685	6,83,934	35,134	378	22,61,594
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	10,80,636	20,721	96,626	3,30,413	5,127	4,948	992	2,685	6,83,934	35,134	378	22,61,594
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	6,72,622	3,170	13,717	82,082	3,707	2,899	123	598	3,00,173	21,104		11,00,197
Brokers	21,419	21	33	1,938	80	141	2	30	2,195	141		25,999
Corporate agency	22,551	10	79	1,835	-1	96	2		946	28		25,547
Bancassurance	3,64,045	17,520	82,797	2,44,557	1,341	1,811	865	2,057	3,80,619	13,861	378	11,09,851
Referral												
Total	10,80,636	20,721	96,626	3,30,413	5,127	4,948	992	2,685	6,83,934	35,134	378	22,61,594

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For the year ended March 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	21,74,647	42,707	1,99,105	4,91,886	59	-	23		9,44,822	63,209		39,16,457
- Renewal premiums	8,47,843	13,077	28,501	5,46,930	12,799	-	2,278		5,00,719	30,927		19,83,074
- Single premiums	3,061	1,423		17,599	7	22,165		5,453	87,452	20	413	1,37,595
Total	30,25,551	57,207	2,27,606	10,56,414	12,865	22,165	2,300	5,453	15,32,993	94,157	413	60,37,125
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	30,25,551	57,207	2,27,606	10,56,414	12,865	22,165	2,300	5,453	15,32,993	94,157	413	60,37,125
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	18,49,896	8,670	32,975	3,36,407	8,773	11,859	464	1,198	6,64,699	51,967	31	29,66,940
Brokers	1,21,562	172	72	6,827	570	224	28	208	20,579	547	2	1,50,791
Corporate agency	73,133	31	201	6,793	14	2,457	1	89	2,487	171		85,377
Bancassurance	9,80,960	48,335	1,94,357	7,06,387	3,509	7,625	1,807	3,958	8,45,229	41,471	380	28,34,018
Referral												
Total	30,25,551	57,207	2,27,606	10,56,414	12,865	22,165	2,300	5,453	15,32,993	94,157	413	60,37,125