

SBI LIFE INSURANCE COMPANY LIMITED

L-5 - COMMISSION EXPENSES

For the period ended June 30, 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	4,41,235	6,405	23,694	60,916	-1	1	-	21	4,91,893	55,277	-	10,79,440
- Renewal premiums	2,58,305	3,470	19,611	86,223	745	-	12	-	1,53,214	17,801	-	5,39,381
- Single premiums	146	84	-	8,184	-	2,725	-	3,581	17,702	7	79	32,508
Total	6,99,686	9,959	43,305	1,55,323	744	2,726	12	3,601	6,62,810	73,085	79	16,51,329
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	6,99,686	9,959	43,305	1,55,323	744	2,726	12	3,601	6,62,810	73,085	79	16,51,329
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	4,18,675	1,288	3,961	17,474	592	807	9	1,408	2,32,767	23,264	-	7,00,246
Brokers	3,470	5	12	4,611	13	-	-	360	378	48	3	8,899
Corporate agency	17,366	3	29	504	-	4	-	177	1,043	31	-	19,156
Bancassurance	2,60,093	8,662	39,304	1,32,733	139	1,914	3	1,636	4,28,622	49,743	76	9,22,925
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	21	-	-	-	21
IMF	81	-	-	-	-	-	-	-	-	-	-	81
Total	6,99,686	9,959	43,305	1,55,323	744	2,726	12	3,601	6,62,810	73,085	79	16,51,329

For the period ended June 30, 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	3,60,828	2,933	12,329	68,296	-	-	-6	32	2,97,451	25,118	-	7,66,981
- Renewal premiums	1,71,809	2,581	15,824	66,561	912	-	10	-	75,318	8,014	-	3,41,029
- Single premiums	169	39	-	2,514	-	3,432	-	2,252	14,885	3	3	23,297
Total	5,32,806	5,553	28,153	1,37,371	912	3,432	4	2,284	3,87,655	33,135	3	11,31,307
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	5,32,806	5,553	28,153	1,37,371	912	3,432	4	2,284	3,87,655	33,135	3	11,31,307
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	3,22,555	849	4,186	17,976	656	1,370	9	418	1,32,983	12,705	-	4,93,706
Brokers	4,697	5	8	1,689	13	-8	-	61	428	49	-	6,941
Corporate agency	10,690	2	42	57	-	34	-	174	491	56	-	11,547
Bancassurance	1,94,865	4,696	23,917	1,17,649	243	2,035	-5	1,598	2,53,754	20,326	3	6,19,081
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	32	-	-	-	32
Total	5,32,806	5,553	28,153	1,37,371	912	3,432	4	2,284	3,87,655	33,135	3	11,31,307