

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

L-5 - COMMISSION EXPENSES

For the quarter ended December 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	7,79,610	18,541	76,884	80,054	900.00	-	1,672	10	9,26,125	1,32,705	-	20,15,602
- Renewal premiums	4,32,624	10,954	36,271	1,26,656	1,533	-	61	-	4,04,072	44,891	-	10,57,062
- Single premiums	256	298	-	12,324	2	6,134	-	3,074	29,054	1	36	51,180
Total	12,12,490	29,793	1,13,155	2,19,035	1,535	6,134	1,733	3,085	13,59,251	1,77,596	36	31,23,844
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	12,12,490	29,793	1,13,155	2,19,035	1,535	6,134	1,733	3,085	13,59,251	1,77,596	36	31,23,844
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	5,97,083	2,025	3,964	28,515	1,096	1,540	1,204	917	4,68,303	48,092	36	11,52,775
Brokers	2,694	5	1	7,754	9	-	-	146	422	30	-	11,063
Corporate agency	21,215	101	50	1,173	-	15	7	-	2,581	630	-	25,772
Bancassurance	5,90,909	27,662	1,09,139	1,81,595	430	4,579	522	2,011	8,87,945	1,28,844	-	19,33,635
Micro Insurance Agent	-	-	-	(2)	-	-	-	-	-	-	-	-2
CSC	-	-	-	-	-	-	-	10	-	-	-	10
IMF	590	-	-	-	-	-	-	-	-	-	-	590
Total	12,12,490	29,793	1,13,155	2,19,035	1,535	6,134	1,733	3,085	13,59,251	1,77,596	36	31,23,844

For the period ended December 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	19,84,828	48,779	1,69,493	2,23,712	-	1	3,087	50	21,52,127	2,94,113	-	48,76,189
- Renewal premiums	10,69,034	21,884	82,456	3,25,189	3,060	-	86	-	8,39,508	96,716	-	24,37,933
- Single premiums	717	1,264	-	35,649	(8)	14,027	-	9,420	73,943	17	149	1,35,179
Total	30,54,579	71,928	2,51,949	5,84,550	3,052	14,028	3,173	9,470	30,65,577	3,90,846	149	74,49,300
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	30,54,579	71,928	2,51,949	5,84,550	3,052	14,028	3,173	9,470	30,65,577	3,90,846	149	74,49,300
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	15,84,062	5,615	11,672	69,302	2,286	4,492	2,296	2,877	10,45,929	1,11,719	70	28,40,322
Brokers	9,768	25	22	15,488	28	-	2	525	1,195	149	3	27,205
Corporate agency	59,064	109	133	2,701	-	25	9	177	5,748	1,644	-	69,609
Bancassurance	14,00,821	66,179	2,40,121	4,97,059	737	9,511	866	5,841	20,12,706	2,77,334	76	45,11,251
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	50	-	-	-	50
IMF	863	-	-	-	-	-	-	-	-	-	-	863
Total	30,54,579	71,928	2,51,949	5,84,550	3,052	14,028	3,173	9,470	30,65,577	3,90,846	149	74,49,300

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

L-5 - COMMISSION EXPENSES

For the quarter ended December 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	3,90,511	2,503	13,824	96,694	-	-	-	29	7,54,636	73,871	-	13,32,068
- Renewal premiums	3,77,252	9,769	31,440	1,12,477	1,573	-	53	-	1,94,265	18,394	-	7,45,222
- Single premiums	143	25	-	1,927	1,826.09	4,061	-	1,551	19,417	8	60	27,194
Total	7,67,906	12,296	45,263	2,11,098	1,574	4,061	53	1,580	9,68,318	92,273	60	21,04,484
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	7,67,906	12,296	45,263	2,11,098	1,574	4,061	53	1,580	9,68,318	92,273	60	21,04,484
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	4,39,747	1,275	4,097	24,231	1,145	1,330	27	236	3,34,986	31,562	-	8,38,637
Brokers	4,113	6	2	1,877	9	-	-	87	418	35	-	6,547
Corporate agency	13,727	11	18	490	1	-	-	87	1,287	68	-	15,690
Bancassurance	3,10,297	11,005	41,146	1,84,499	419	2,732	26	1,141	6,31,627	60,608	60	12,43,559
Micro Insurance Agent	-	-	-	2	-	-	-	-	-	-	-	1,689.90
CSC	-	-	-	-	-	-	-	29	-	-	-	29
IMF	21	-	-	-	-	-	-	-	-	-	-	21
Total	7,67,906	12,296	45,263	2,11,098	1,574	4,061	53	1,580	9,68,318	92,273	60	21,04,484

For the period ended December 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	11,97,905	9,363	41,463	2,71,873	-	-	(5)	96	16,14,181	1,49,072	-	32,83,949
- Renewal premiums	8,43,913	18,523	68,208	2,72,465	3,518	-	82	-	3,91,069	41,925	-	16,39,703
- Single premiums	416	168	-	6,861	2	11,520	-	5,306	53,533	14	77	77,897
Total	20,42,234	28,055	1,09,671	5,51,199	3,520	11,520	76	5,402	20,58,784	1,91,010	77	50,01,549
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	20,42,234	28,055	1,09,671	5,51,199	3,520	11,520	76	5,402	20,58,784	1,91,010	77	50,01,549
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	12,00,638	3,310	12,479	60,869	2,498	4,281	49	710	7,10,412	68,871	9	20,64,126
Brokers	13,310	20	18	4,485	29	(8)	1	151	1,266	140	-	19,412
Corporate agency	38,879	16	117	1,043	1	50	1	261	2,452	177	-	42,998
Bancassurance	7,89,385	24,710	97,057	4,84,800	992	7,198	25	4,183	13,44,653	1,21,822	68	28,74,893
Micro Insurance Agent	-	-	-	2	-	-	-	-	-	-	-	2
CSC	-	-	-	-	-	-	-	96	-	-	-	96
IMF	21	-	-	-	-	-	-	-	-	-	-	21
Total	20,42,234	28,055	1,09,671	5,51,199	3,520	11,520	76	5,402	20,58,784	1,91,010	77	50,01,549