

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

L-5 - COMMISSION EXPENSES

For the quarter ended March 31, 2018

(₹ '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	887,424	17,526	80,595	75,958	4	(1)	1,354	5	985,473	120,960	-	2,169,299
- Renewal premiums	593,097	9,702	58,692	166,027	2,108	-	44	-	609,203	61,629	-	1,500,502
- Single premiums	296	158	-	49,658	14	7,128	-	3,827	28,407	2	116	89,606
Total	1,480,817	27,387	139,287	291,643	2,126	7,127	1,399	3,832	1,623,083	182,591	116	3,759,407
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	1,480,817	27,387	139,287	291,643	2,126	7,127	1,399	3,832	1,623,083	182,591	116	3,759,407
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	838,204	3,278	11,419	33,730	1,682	2,346	938	572	640,748	60,795	42	1,593,753
Brokers	4,198	14	19	5,098	18	(22)	-	113	614	60	-	10,111
Corporate agency	27,177	395	143	2,756	-	41	18	-	3,275	1,221	-	35,027
Bancassurance	610,694	23,700	127,706	250,059	425	4,762	443	3,142	978,446	120,515	74	2,119,966
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	5	-	-	-	5
IMF	545	-	-	1	-	-	-	-	-	-	-	546
Total	1,480,817	27,387	139,287	291,643	2,126	7,127	1,399	3,832	1,623,083	182,591	116	3,759,407

For the year ended March 31, 2018

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	2,872,252	66,305	250,088	299,670	4	-	4,441	55	3,137,600	415,072	-	7,045,488
- Renewal premiums	1,662,130	31,587	141,148	491,216	5,168	-	130	-	1,448,711	158,345	-	3,938,435
- Single premiums	1,013	1,423	-	85,307	6	21,155	-	13,246	102,349	19	265	224,785
Total	4,535,396	99,315	391,236	876,193	5,178	21,155	4,571	13,301	4,688,660	573,436	265	11,208,707
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	4,535,396	99,315	391,236	876,193	5,178	21,155	4,571	13,301	4,688,660	573,436	265	11,208,707
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	2,422,266	8,893	23,091	103,031	3,969	6,838	3,234	3,449	1,686,676	172,514	112	4,434,074
Brokers	13,965	39	42	20,586	46	(22)	2	638	1,810	208	3	37,316
Corporate agency	86,241	504	276	5,457	1	66	26	177	9,023	2,866	-	104,636
Bancassurance	2,011,515	89,879	367,827	747,119	1,163	14,273	1,309	8,983	2,991,152	397,849	150	6,631,217
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	55	-	-	-	55
IMF	1,409	-	-	1	-	-	-	-	-	-	-	1,409
Total	4,535,396	99,315	391,236	876,193	5,178	21,155	4,571	13,301	4,688,660	573,436	265	11,208,707

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

L-5 - COMMISSION EXPENSES

For the quarter ended March 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	590,448	4,992	18,513	102,174	-	-	3	38	967,818	88,791	-	1,772,778
- Renewal premiums	475,512	7,420	51,213	141,690	2,213	-	51	-	318,267	29,042	-	1,025,407
- Single premiums	212	28	-	2,741	3	5,897	-	3,010	21,757	5	38	33,692
Total	1,066,171	12,440	69,726	246,605	2,217	5,897	54	3,048	1,307,842	117,839	38	2,831,876
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	1,066,171	12,440	69,726	246,605	2,217	5,897	54	3,048	1,307,842	117,839	38	2,831,876
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	652,817	2,184	8,595	28,855	1,722	1,925	29	526	477,425	45,609	-	1,219,686
Brokers	5,382	11	14	1,795	21	45	1	30	567	59	-	7,924
Corporate agency	21,229	9	78	1,032	-	9	1	1	1,970	106	-	24,433
Bancassurance	386,697	10,237	61,039	214,915	474	3,919	23	2,453	827,880	72,065	38	1,579,739
Micro Insurance Agent	-	-	-	9	-	-	-	-	-	-	-	9
CSC	-	-	-	-	-	-	-	38	-	-	-	38
IMF	47	-	-	-	-	-	-	-	-	-	-	47
Total	1,066,171	12,440	69,726	246,605	2,217	5,897	54	3,048	1,307,842	117,839	38	2,831,876

For the year ended March 31, 2017

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	1,788,353	14,355	59,976	374,047	-	-	(2)	134	2,581,999	237,863	-	5,056,727
- Renewal premiums	1,319,424	25,943	119,420	414,155	5,731	-	132	-	709,336	70,967	-	2,665,109
- Single premiums	628	197	-	9,602	6	17,417	-	8,316	75,290	19	115	111,589
Total	3,108,405	40,495	179,397	797,804	5,737	17,417	130	8,450	3,366,625	308,849	115	7,833,425
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	3,108,405	40,495	179,397	797,804	5,737	17,417	130	8,450	3,366,625	308,849	115	7,833,425
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	1,853,455	5,493	21,074	89,724	4,220	6,206	79	1,236	1,187,837	114,480	9	3,283,812
Brokers	18,692	31	32	6,280	50	36	2	181	1,833	199	-	27,336
Corporate agency	60,108	24	195	2,075	1	59	1	262	4,423	283	-	67,431
Bancassurance	1,176,082	34,947	158,096	699,715	1,466	11,116	48	6,636	2,172,533	193,886	106	4,454,632
Micro Insurance Agent	-	-	-	11	-	-	-	-	-	-	-	11
CSC	-	-	-	-	-	-	-	134	-	-	-	134
IMF	68	-	-	-	-	-	-	-	-	-	-	68
Total	3,108,405	40,495	179,397	797,804	5,737	17,417	130	8,450	3,366,625	308,849	115	7,833,425