

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

Form L-5- Commission Schedule

For the quarter ended September 30, 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	665,965	12,836	55,178	128,158	-	-	1,242	-	856,439	132,674	-	1,852,492
- Renewal premiums	474,861	12,571	45,113	123,932	712	-	394	-	446,223	63,747	-	1,167,554
- Single premiums	176	135	-	132,286	-	7,418	-	2,699	29,664	(7)	11	172,382
Total	1,141,002	25,543	100,292	384,376	712	7,418	1,636	2,699	1,332,326	196,414	11	3,192,428
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	1,141,002	25,543	100,292	384,376	712	7,418	1,636	2,699	1,332,326	196,414	11	3,192,428
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	641,196	2,369	4,254	30,366	567	1,960	1,187	254	408,445	47,706	-	1,138,303
Brokers	2,794	6	8	5,054	5	-	1	7	331	47	-	8,253
Corporate agency	24,901	274	90	1,372	-	6	5	2	2,802	1,014	-	30,465
Bancassurance	471,974	22,895	95,940	347,123	141	5,453	444	2,436	920,748	147,647	11	2,014,809
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	-	-	-	-	-
IMF	137	-	-	3	-	-	-	-	-	-	-	140
Web Aggregator	-	-	-	458	-	-	-	-	-	-	-	458
Total	1,141,002	25,543	100,292	384,376	712	7,418	1,636	2,699	1,332,326	196,414	11	3,192,428

For the quarter ended September 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	763,983	23,833	68,915	82,742	-	-	1,415	19	734,108	106,131	-	1,781,147
- Renewal premiums	378,104	7,461	26,574	112,310	782	-	13	-	282,222	34,024	-	841,490
- Single premiums	315	882	-	15,140	(9)	5,168	-	2,765	27,186	9	34	51,491
Total	1,142,402	32,176	95,489	210,192	773	5,168	1,428	2,784	1,043,516	140,164	34	2,674,127
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	1,142,402	32,176	95,489	210,192	773	5,168	1,428	2,784	1,043,516	140,164	34	2,674,127
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	568,304	2,302	3,747	23,313	599	2,145	1,084	552	344,859	40,363	34	987,301
Brokers	3,604	14	10	3,122	6	-	2	19	395	71	-	7,243
Corporate agency	20,483	4	54	1,025	-	6	2	-	2,124	983	-	24,680
Bancassurance	549,820	29,856	91,678	182,731	169	3,018	340	2,194	696,139	98,746	-	1,654,690
Micro Insurance Agent	-	-	-	2	-	-	-	-	-	-	-	2
CSC	-	-	-	-	-	-	-	19	-	-	-	19
IMF	192	-	-	-	-	-	-	-	-	-	-	192
Web Aggregator	-	-	-	-	-	-	-	-	-	-	-	-
Total	1,142,402	32,176	95,489	210,192	773	5,168	1,428	2,784	1,043,516	140,164	34	2,674,127

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

Form L-5- Commission Schedule

For the period ended September 30, 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	1,168,593	20,079	88,228	163,641	8	-	2,169	-	1,337,120	195,842	-	2,975,681
- Renewal premiums	788,004	17,346	69,065	204,555	1,287	-	403	-	708,726	98,210	-	1,887,596
- Single premiums	289	174	-	221,590	1	11,367	-	4,178	50,468	(6)	11	288,073
Total	1,956,886	37,599	157,294	589,786	1,296	11,367	2,572	4,179	2,096,315	294,046	10,500.00	5,151,351
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	1,956,886	37,599	157,294	589,786	1,296	11,367	2,572	4,179	2,096,315	294,046	11	5,151,351
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	1,115,040	3,713	8,665	50,699	1,050	3,706	1,850	399	679,201	76,065	-	1,940,389
Brokers	5,506	9	19	8,414	18	-	1	177	623	96	-	14,863
Corporate agency	41,741	383	129	2,028	-	35	14	4	4,406	1,320	-	50,059
Bancassurance	794,383	33,494	148,481	528,182	229	7,626	707	3,598	1,412,085	216,564	10,500.00	3,145,360
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	-	-	-	-	-
IMF	216	-	-	5	-	-	-	-	-	-	-	221
Web Aggregator	-	-	-	458	-	-	-	-	-	-	-	458
Total	1,956,886	37,599	157,294	589,786	1,296	11,367	2,572	4,179	2,096,315	294,046	11	5,151,351

For the period ended September 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	1,205,218	30,238	92,609	143,657	(1)	1	1,415	39	1,226,002	161,408	-	2,860,587
- Renewal premiums	636,409	10,931	46,185	198,533	1,527	-	25	-	435,436	51,825	-	1,380,871
- Single premiums	461	966	-	23,325	(9)	7,893	-	6,345	44,889	16	113	83,999
Total	1,842,088	42,135	138,794	365,515	1,517	7,894	1,440	6,385	1,706,326	213,249	113	4,325,457
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	1,842,088	42,135	138,794	365,515	1,517	7,894	1,440	6,385	1,706,326	213,249	113	4,325,457
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	986,980	3,590	7,708	40,787	1,190	2,952	1,093	1,960	577,625	63,627	34	1,687,547
Brokers	7,074	19	21	7,733	19	-	2	379	773	119	3	16,142
Corporate agency	37,849	8	83	1,528	-	10	1	177	3,167	1,014	-	43,837
Bancassurance	809,913	38,517	130,982	315,465	308	4,932	344	3,829	1,124,761	148,489	76	2,577,616
Micro Insurance Agent	-	-	-	2	-	-	-	-	-	-	-	2
CSC	-	-	-	-	-	-	-	39	-	-	-	39
IMF	274	-	-	-	-	-	-	-	-	-	-	274
Web Aggregator	-	-	-	-	-	-	-	-	-	-	-	-
Total	1,842,088	42,135	138,794	365,515	1,517	7,894	1,440	6,385	1,706,326	213,249	113	4,325,457