

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

Form L-5- Commission Schedule

For the quarter ended December 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	683,605	10,800	61,646	170,349	-	-	799	(1)	1,052,622	192,852	-	2,172,671
- Renewal premiums	531,267	13,806	54,735	146,735	1,350	-	353	-	596,453	80,975	-	1,425,676
- Single premiums	314	79	-	151,270	-	8,398	-	4,394	28,785	-	12	193,253
Total	1,215,186	24,685	116,381	468,354	1,351	8,398	1,153	4,393	1,677,860	273,828	12	3,791,601
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	1,215,186	24,685	116,381	468,354	1,351	8,398	1,153	4,393	1,677,860	273,828	12	3,791,601
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	676,720	1,913	4,270	37,967	954	1,832	863	235	538,421	57,904	-	1,321,078
Brokers	2,559	4	-	8,158	7	-	2	179	349	30	-	11,288
Corporate agency	25,509	414	128	1,873	42	2	1	1	2,497	512	-	30,976
Bancassurance	510,081	22,354	111,984	419,730	389	6,525	286	3,981	1,136,594	215,382	12	2,427,316
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	(1)	-	-	-	(1)
IMF	318	-	-	-	-	-	-	-	-	-	-	318
Web Aggregator	-	-	-	626	-	-	-	-	-	-	-	626
Total	1,215,186	24,685	116,381	468,354	1,351	8,398	1,153	4,393	1,677,860	273,828	12	3,791,601

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	779,610	18,541	76,884	80,054	900.00	-	1,672	10,480.00	926,125	132,705	-	2,015,602
- Renewal premiums	432,624	10,954	36,271	126,656	1,533	-	61	-	404,072	44,891	-	1,057,062
- Single premiums	256	298	-	12,324	2	6,134	-	3,074	29,054	1	36	51,180
Total	1,212,490	29,793	113,155	219,035	1,535	6,134	1,733	3,085	1,359,251	177,596	36	3,123,844
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	1,212,490	29,793	113,155	219,035	1,535	6,134	1,733	3,085	1,359,251	177,596	36	3,123,844
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	597,083	2,025	3,964	28,515	1,096	1,540	1,204	917	468,303	48,092	36	1,152,775
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	590,909	27,662	109,139	181,595	430	4,579	522	2,011	887,945	128,844	-	1,933,635
Micro Insurance Agent	-	-	-	(2)	-	-	-	-	-	-	-	(2)
CSC	-	-	-	-	-	-	-	10	-	-	-	10
IMF	590	-	-	-	-	-	-	-	-	-	-	590
Web Aggregator	-	-	-	-	-	-	-	-	-	-	-	-
Total	1,212,490	29,793	113,155	219,035	1,535	6,134	1,733	3,085	1,359,251	177,596	36	3,123,844

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Form L-5- Commission Schedule

For the period ended December 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	1,852,198	30,878	149,874	333,990	8	-	2,969	(1)	2,389,742	388,694	-	5,148,352
- Renewal premiums	1,319,271	31,152	123,800	351,290	2,637	-	756	-	1,305,180	179,186	-	3,313,272
- Single premiums	604	253	-	372,860	2	19,766	-	8,573	79,254	(6)	22	481,327
Total	3,172,072	62,283	273,675	1,058,141	2,647	19,766	3,725	8,572	3,774,175	567,874	22	8,942,951
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	3,172,072	62,283	273,675	1,058,141	2,647	19,766	3,725	8,572	3,774,175	567,874	22	8,942,951
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	1,791,760	5,626	12,935	88,667	2,004	5,538	2,713	634	1,217,622	133,969	-	3,261,467
Brokers	8,064	14	19	16,572	25	-	3	355	972	127	-	26,151
Corporate agency	67,250	796	256	3,902	-	77	16	4	6,903	1,831	-	81,035
Bancassurance	1,304,464	55,847	260,465	947,912	618	14,151	993	7,579	2,548,679	431,947	22	5,572,675
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	(1)	-	-	-	(1)
IMF	535	-	-	5	-	-	-	-	-	-	-	539
Web Aggregator	-	-	-	1,084	-	-	-	-	-	-	-	1,084
Total	3,172,072	62,283	273,675	1,058,141	2,647	19,766	3,725	8,572	3,774,175	567,874	22	8,942,951

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	1,984,828	48,779	169,493	223,712	-	968.18	3,087	50	2,152,127	294,113	-	4,876,189
- Renewal premiums	1,069,034	21,884	82,456	325,189	3,060	-	86	-	839,508	96,716	-	2,437,933
- Single premiums	717	1,264	-	35,649	(8)	14,027	-	9,420	73,943	17	149	135,179
Total	3,054,579	71,928	251,949	584,550	3,052	14,028	3,173	9,470	3,065,577	390,846	149	7,449,300
Add: Commission on Re-insurance accepted	-	-	-	-	-	-	-	-	-	-	-	-
Less: Commission on Re-insurance ceded	-	-	-	-	-	-	-	-	-	-	-	-
Net commission	3,054,579	71,928	251,949	584,550	3,052	14,028	3,173	9,470	3,065,577	390,846	149	7,449,300
Break-up of the commission expenses (Gross) incurred to procure business:												
Agents	1,584,062	5,615	11,672	69,302	2,286	4,492	2,296	2,877	1,045,929	111,719	70	2,840,322
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	1,400,821	66,179	240,121	497,059	737	9,511	866	5,841	2,012,706	277,334	76	4,511,251
Micro Insurance Agent	-	-	-	-	-	-	-	-	-	-	-	-
CSC	-	-	-	-	-	-	-	50	-	-	-	50
IMF	863	-	-	-	-	-	-	-	-	-	-	863
Web Aggregator	-	-	-	-	-	-	-	-	-	-	-	-
Total	3,054,579	71,928	251,949	584,550	3,052	14,028	3,173	9,470	3,065,577	390,846	149	7,449,300