

# Annuity from SBI Life



# Flow of Presentation

- **SBI Life's Background**
- **Payout Phase Options-Features**
- **Service Standards**
- **Clientele**

# Company Background

Joint Venture between **State Bank of India** & **BNP Paribas Assurance**



**State Bank of India - PROXY TO INDIAN ECONOMY** : Symbol of trust & Safety, promoted by GOI ; State Bank Group has the unrivalled strength of over 22,000 branches across the country, arguably the largest in the world. SBI has stake of more than 55% in the SBI Life. 49 Crores customers as on date.



**BNP Paribas Assurance** – Wholly owned subsidiary of Euro Zone’s leading Bank, BNP Paribas. BNP Paribas ranks 5th in the banking industry worldwide. Part of the worlds top 10 groups of banks by market value and part of Europe top 3 banking companies, BNP Paribas is one of the oldest foreign banks with a presence in India dating back to 1860. BNP Paribas Assurance is the fourth largest life insurance company in France, and a worldwide leader in Creditor insurance products.

Shareholders		%
Promoters	State Bank Of India	55.50%
	BNP Paribas Cardiff	5.20%
Non Promoters		39.30%

As on 31st March 2020

# SBI Life Insurance- Safety Audits

- In view of the applicability of Section 139 of the Companies Act 2013, SBI Life comes under the purview of the of statutory Audit **Comptroller & Auditor General of India (C&AG)**.
- SBI Life has been rated as **AAA/Stable** by credit rating agency **CRISIL** year on year.

# Awards



Awarded 'Life Insurer of the Year 2018 – India' by Insurance Asia News Awards for Excellence 2018



Winner of the Gold Shield Award for Excellence in Financial Reporting at ICAI Awards for Excellence in Financial Reporting 2018



Won the 'RIMS India Enterprise RISK Management (ERM) Award of Distinction 2018', by the Risk & Insurance Management Society (RIMS), USA



Won '2<sup>nd</sup> Runner Up' in the Category of Improvement & Innovation at the 30<sup>th</sup> Qualtech Prize 2018



Recognised as 'The Economic Times Best Brands 2019' by The ET Best Brands 2019



Received the 'Smart Insurer Award in the Life Insurance - Large Category' at the ET Insurance Summit 2018



Won 'Life Insurance Provider of the Year 2018' in 'Silver category' at Outlook Money Awards 2018



Won the awards for 'Best Blended Learning Program' and 'Chief Learning Officer of the Year' at TISS Leapvault CLO Awards 2018



Awarded Winner of 'Golden Peacock Award for Risk Management' for the year 2018

## Why SBI Life is stable & trustworthy- Stake holding

	SBI Life
Indian Promoter	55.5
Foreign Promoter	5.2
Mutual Fund	5.71
Foreign Portfolio Investor	25.75
Financial Institutions/ Banks/Insurance Cos	1.32
Individual Shareholders	2.52
NBFC	0.02
Others	3.98

as on 30<sup>th</sup> Sept 2020

# Why SBI Life is stable & trustworthy- Leadership

- ❖ SBI and SBI Life have a Common Chairperson at Board Level.
- ❖ Additional 2 members on the Board of SBI Life are also directors on the Board of SBI.
- ❖ The Managing Director of SBI Life is on deputation from SBI.

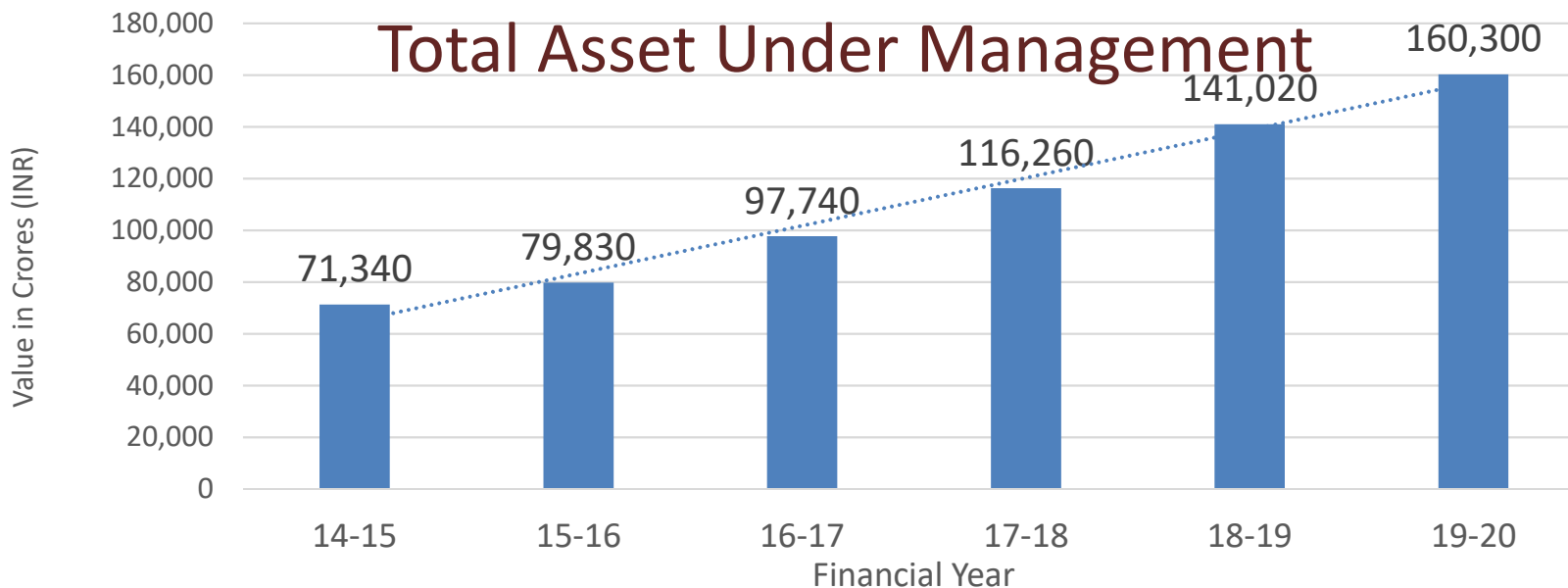
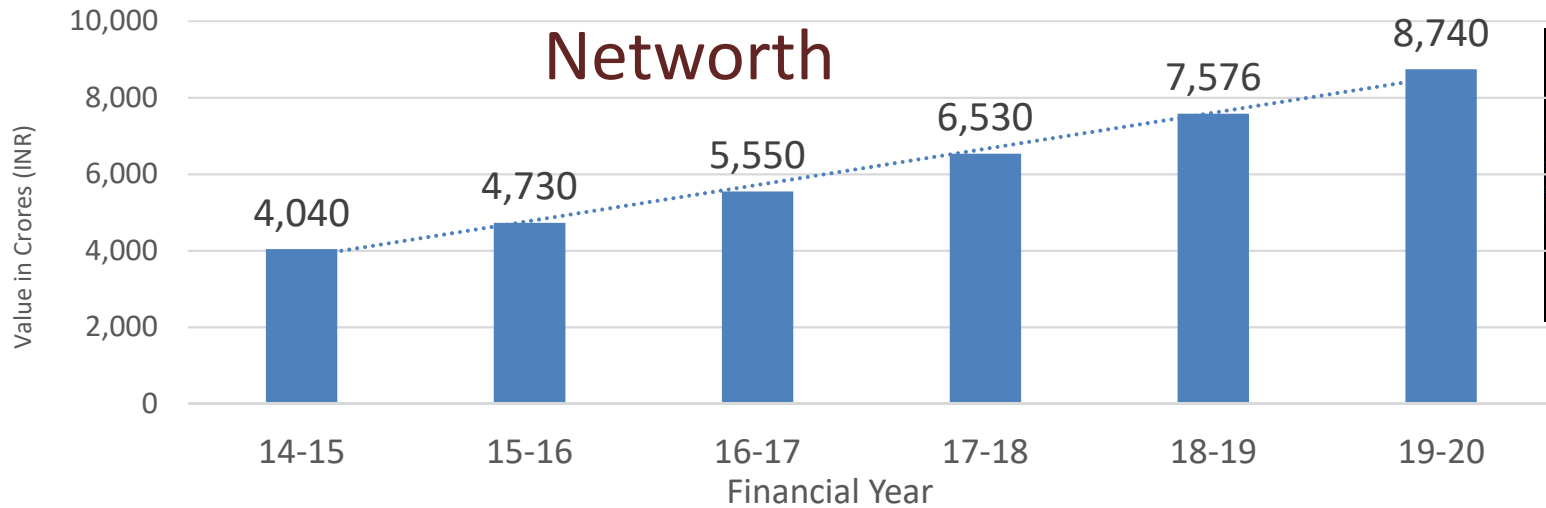
## Why SBI Life is stable & trustworthy



# OUR FINANCIAL STRENGTH



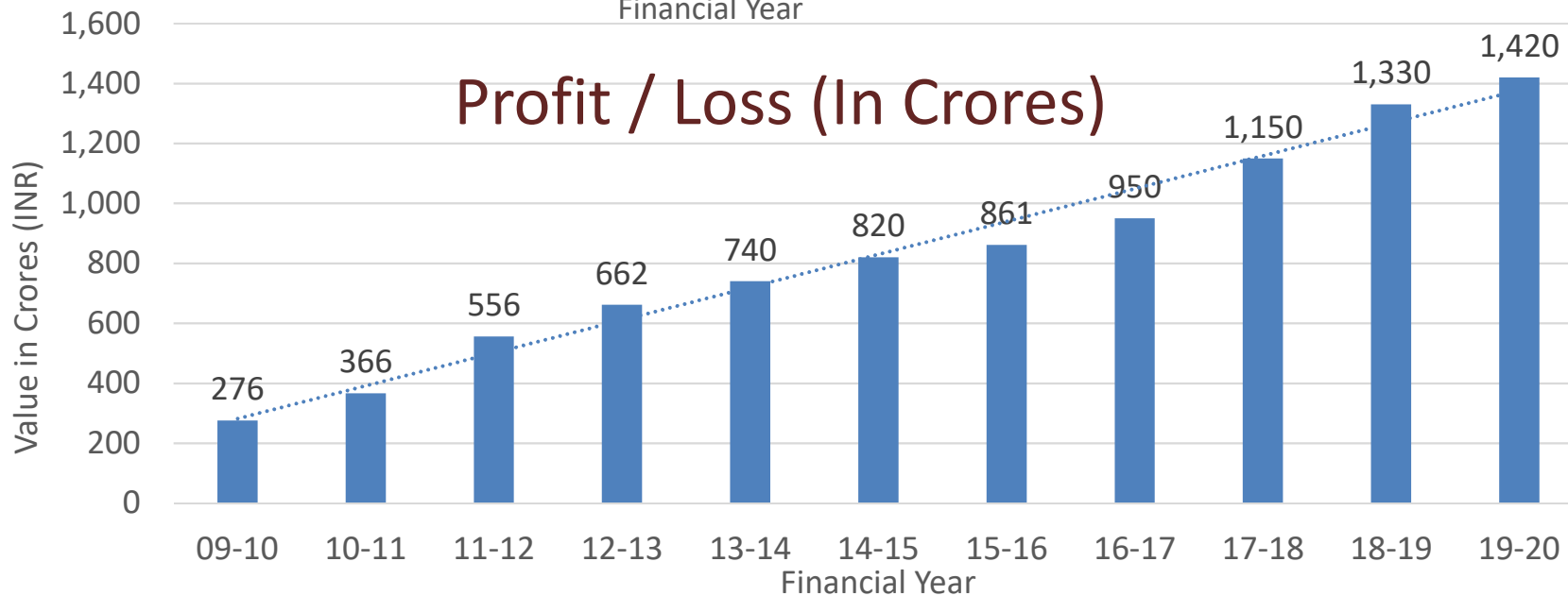
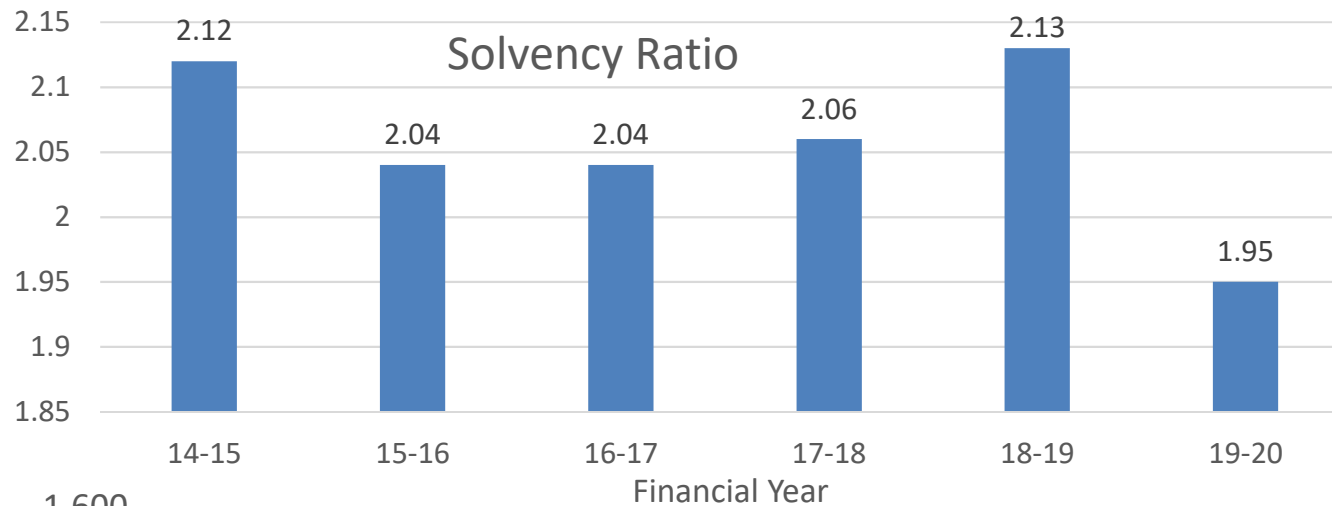
# Financials



GROUP  
AUM:  
28,000 Cr  
Highest  
among  
New  
Generation  
Life Insurer

**\* Group AUM: Includes Gratuity, Superannuation and Leave Encashment**

# Financials



SBI Life is the **first new generation insurance company to wipe out all its accumulated losses** in FY 2007-08.

# Financials

## FY20: PERFORMANCE HIGHLIGHTS

**₹406.35 bn** <sup>↑23%\*</sup>

Gross Written Premium (GWP)

**₹165.92 bn** <sup>↑20%\*</sup>

New Business Premium (NBP)

**₹161.75 bn** <sup>↑6%\*</sup>

Benefits paid (net) to customers

**₹14.22 bn** <sup>↑7%\*</sup>

Profit after tax

**₹87.43 bn** <sup>↑15%\*</sup>

Net worth

**₹1,603.63 bn** <sup>↑14%\*</sup>

Assets Under Management (AUM)

**₹262.91 bn** <sup>↑17%\*</sup>

Indian Embedded Value (on actual tax rate basis)

**12.5%** <sup>↑ Versus 11.9% in FY19</sup>

Share of protection NBP

**18.7%** <sup>↑ Versus 17.7% in FY19</sup>

Value of New Business (VoNB) margin (on actual tax rate basis)

**28 mn** <sup>↑ Versus 24 mn in FY19</sup>

Lives covered (in force)

**86.14%** <sup>↑ Versus 85.07% in FY19</sup>

13<sup>th</sup> month persistency ratio (based on premium)

**5.9%** <sup>↓ Among the lowest in the industry</sup>

Opex ratio

**23.2%** <sup>↑ Versus 22.3% in FY19</sup>

Leading market share in Individual Rated Premium (IRP) among private insurers

\* growth over FY19    #bn: billion, mn: million

# Financials

Financial Parameters	April-Sept 2019	April-Sept 2020	Change
New Business Premium*	7820	9000	15%
Profit After Tax*	500	690	38%
Net Worth*	8070	9660	20%
Asset Under Management*	15476	18636	20%
Opex Ratio	6.40%	5.40%	-16%
Solvency Ratio	2.20%	2.45%	11%
* In Crores (INR)			

- SBI Life has no Non-Performing Asset (NPAs) as on March 31, 2020
- SBI Life has ZERO DEBT as on March 31, 2020



# INTRODUCTION - PENSION SCHEME

## CONCEPT & FUNCTIONING



# PAYOUT PHASE

## PURCHASE OF ANNUITIES

# Available Annuity Options in SAIL

- **Single Annuity**
  - ❑ Life Annuity
  - ❑ Life Annuity with Refund of Purchase Price
  
- **Joint & Survivor Annuity**
  - ❑ Joint life (last survivor) Annuity (100%)
  - ❑ Joint life (last survivor) Annuity (100%) with Refund of Purchase Price

## OPTION 1 – Life Annuity (LO)

Type of Annuity	Survival	Death
<b>Life Annuity</b>	<ul style="list-style-type: none"> <li>✓ Annuity Installment will remain at same level</li> <li>✓ Payable till he/she is alive</li> </ul>	<ul style="list-style-type: none"> <li>✓ Cease on death</li> <li>✓ <b>No death benefit payable</b></li> </ul>

## OPTION 2- Life annuity with refund of purchase price

Type of Annuity	Survival	Death
<b>Life Annuity with Return of Purchase Price</b>	<ul style="list-style-type: none"> <li>✓ Annuity Installment will remain at same level</li> <li>✓ Payable till he/she is alive</li> </ul>	<ul style="list-style-type: none"> <li>✓ Cease on death</li> <li>✓ Entire Premium refunded on death</li> </ul>



## OPTION 3 – Joint life (last survivor) Annuity (100%) (JL100)

Type of Annuity	Survival	Death
<b>Joint life (last survivor) Annuity (100%)</b>	<ul style="list-style-type: none"> <li>✓ Annuity Installment will remain at same level</li> <li>✓ Payable to the subscriber till he/she is alive, and</li> <li>✓ On death of the annuitant: Payable to the spouse till he/she is alive.</li> </ul>	<ul style="list-style-type: none"> <li>✓ On death of the Subscriber, check and confirm whether the Spouse is alive or not.</li> <li>✓ In case the Spouse is not alive, annuity payments cease immediately.</li> <li>✓ In case the Spouse is alive, annuity would continue to be paid to the second annuitant, however, at the level of 100% of the original annuity amount and cease on the death of the Spouse.</li> <li>✓ <b>No death benefit is payable.</b></li> </ul>

## OPTION 4 – JOINT LIFE ANNUITY WITH REFUND OF Purchase Price (JL100ROC )

<b>Joint life (last survivor) Annuity (100%) with Refund of Purchase Price</b>	<ul style="list-style-type: none"> <li>✓ Annuity Installment will remain at same level</li> <li>✓ Payable to the annuitant till he/she is alive, and</li> <li>✓ On death of the annuitant: Payable to the Spouse till he/she is alive.</li> </ul>	<ul style="list-style-type: none"> <li>✓ On death of the annuitant, check and confirm whether the Spouse is alive or not.</li> <li>✓ In case the Spouse is not alive, annuity payment cease immediately.</li> <li>✓ In case the Spouse is alive, annuity would continue to be paid to the second annuitant, however, at the level of 100% of the original annuity amount and cease on the death of the Spouse.</li> <li>✓ Premium refunded on death of last survivor</li> </ul>
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## Annuity Rates (Superannuation Scheme)\*

Option	Monthly Annuity Rate	Monthly Annuity Amount
Life Annuity	8.10%	6749
Life annuity with refund of Purchase price	5.82%	4851
Joint life (last survivor) Annuity (100%)*	6.92%	5770
Joint Life (last survivor) annuity with refund of Purchase price*	5.71%	4759
Annuity Rate and Amount is based on Net Purchase Price		
Applicable GST @1.8% on Purchase Price		
* Spouse age is 58 Years		

\* Minimum Monthly Annuity has to be INR 1000 in all the options.

\* Illustrative rate. Subject to change.

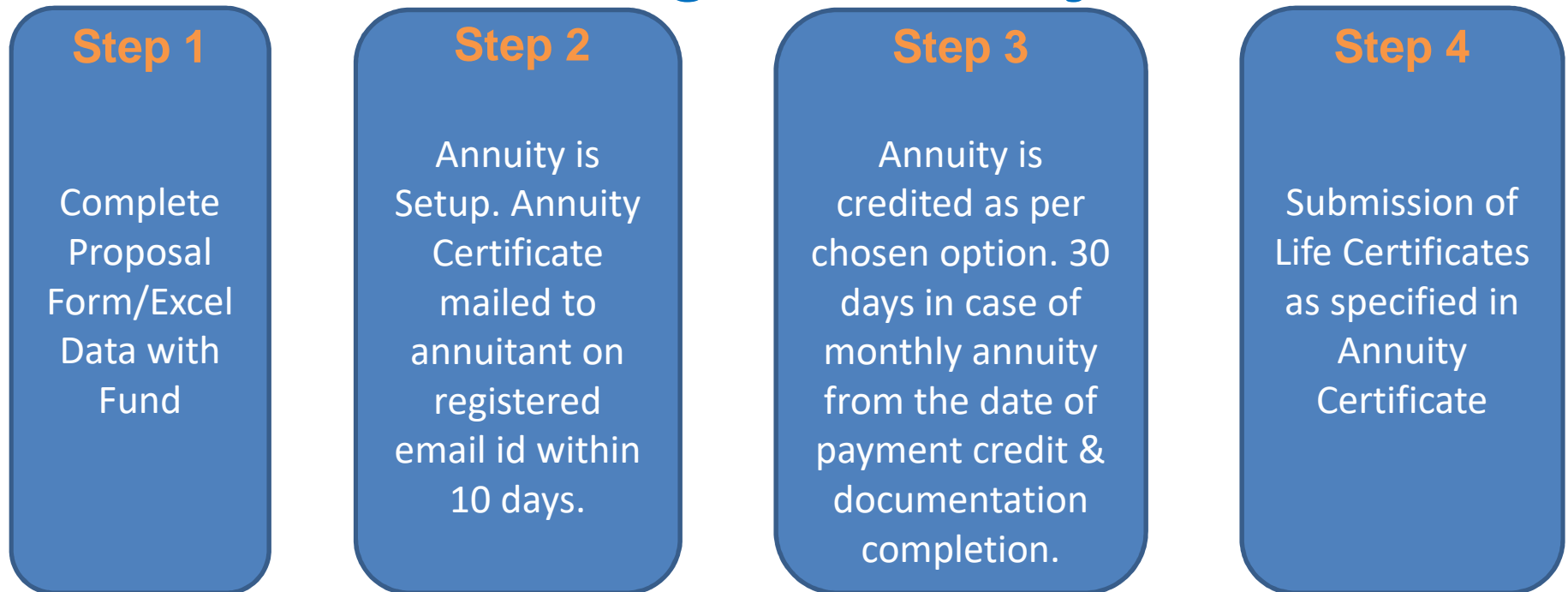


# SERVICE STANDARDS

# Documents to be submitted

- Detail information of annuitant in master Excel File/Form
- Cancelled cheque with pre-printed account holder's name with IFSC code and bank details (Or) copy of bank passbook

## Process Flow for regular annuity:



# Services

**Retirement schemes are long term contracts and therefore, have regular servicing requirements.**

- ☞ **Annuity Purchase** – Purchase of annuity at the time of exit is done by SBI Life on receipt of an annuity form signed by the authorized signatory / trustee.
  
- ☞ We can receive contributions and pay pensions to the employee through:
  - SBI branches / Other banks through ECS
  - Cheque / DD
  - Annuity card
  - Any mechanism as agreed
  
- ☞ **TAT for claim settlement: Death / Commutation / Resignation:** In case of complete documents received, settlement in 5 working days.

# Services

- ☞ SBI Life also has web enabled services - “**Corporate Web Portal**” where transaction details are available
- ☞ **Reminders** are sent for submission of Certificate of Existence (**COE**), which can be signed by any Bank’s Branch Manager, Gazetted officer etc. COE intimations letters are sent 3 months in advance through email, SMS and hardcopy with 3 reminders if not received
- ☞ With SBI Life, annuitants have the flexibility to send the attested COE through registered email to [groupannuity@sbilife.co.in](mailto:groupannuity@sbilife.co.in) or at branch of SBI/ SBI Life branches PAN India/Key Account Manager/ SAIL-HO/ **Easy Access - mobile app of SBI Life (can be downloaded <https://bit.ly/33WAf8Q>** or through Google Play Store.
- ☞ **Call Centre** : Annuitants can contact the Call Center through the **Toll Free no. 1800-22-9090** for getting the details, status of annuity payouts, etc.

# Services

- 👉 A **dedicated relationship manager 'Key Account Manager'** is a single point contact for all the requirements of the Corporate.
- 👉 New customer care initiative - **'SMS SOLVE'** - Customers are able to register their grievances about SBI Life's service by merely sending SMS 'SOLVE' to 56161
- 👉 **Monthly Investment Newsletter** is provided to trustees giving the breakup of the D/E ratio and the industry-wise breakup of the investment portfolio.
- 👉 **Hassel free set up process:** Data in prescribed excel along from the corporate sufficient.

# SBI Life- Reasons for Smile



- ☞ Trusted Brand Name as a new Generation Listed Life Insurance Company
- ☞ With Sovereign Bank- **State Bank of India** as a Promoter, long term financial security is no worry.
- ☞ In views of the applicability of Section 139 of the Companies Act 2013, SBI Life comes under the purview of the **Comptroller & Auditor General of India (C&AG)**. SBI Life is under preview of statutory Audit by C& AG .
- ☞ SBI Life has been rated as **AAA/Stable** by credit rating agency **CRISIL** year on year.
- ☞ Financially very Strong Institution with Rs 1420 cr of profit, Solvency ratio of 195 %, Networth of 8470cr & AUM of 1.64 lakh crores as on **31<sup>st</sup> March 2020**. As on **30<sup>st</sup> September 2020**, SBI Life has profit of Rs 299.73 cr, Solvency ratio of 2.45 %, Networth of 9660 cr & AUM of 1.83 lakh crores.
- ☞ Highest Number of Customers among new generation Life Insurance Company
- ☞ Pioneer in Annuity Business with highest annuity business among new generation life insurance companies.
- ☞ More than 1000 branches of SBI Life and more than 23000 branches of SBI to service you post retirement. Annual Certificate of Existence Submission, Address Change, Bank Account Change, Nominee Change & Return of Corpus at your ease.
- ☞ **SBI Life Easy Access** mobile app will ease submission of your certificate of Existence from mobile.



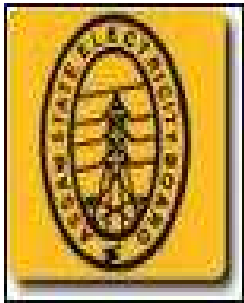
# Few Corporate Clients To Name



IndianOil



केन्द्रीय भण्डारण निगम  
( भारत सरकार का उपक्रम )  
CENTRAL WAREHOUSING CORPORATION  
(A GOVERNMENT OF INDIA UNDERTAKING)



Oil and Natural Gas Corporation Ltd.



**Thank  
You**



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