

ICICI Prudential Life Insurance Company Limited

Schedules forming part of consolidated financial statements

**SCHEDULE – 3
OPERATING EXPENSES RELATED TO INSURANCE BUSINESS**

For the year ended March 31, 2014

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Employees' remuneration and welfare benefits	1,573,671	19,815	1,628,252	12,301	16,653	3,023,471	611,013	165,230	76,304	7,126,710
Travel, conveyance and vehicle running expenses	51,735	244	59,868	638	1,039	178,810	28,961	4,511	13,980	339,786
Agents training, recruitment and incentives	236,068	3	139,147	1,095	245	182,587	18,426	12,656	1,823	592,050
Rents, rates and taxes	144,621	800	162,909	2,450	1,371	438,006	69,810	10,284	9,612	839,863
Repairs	40,013	846	31,127	212	603	156,603	47,908	3,934	3,216	284,462
Printing and stationery	9,418	157	12,002	234	273	16,477	7,838	1,025	32,940	80,364
Communication expenses	126,011	2,163	116,230	1,448	3,930	257,721	85,518	13,275	1,561	607,857
Legal and professional charges	154,620	1,519	110,403	2,709	2,097	210,723	64,064	9,994	7,881	564,010
Medical fees	3,247	-	8,843	89	103	5,812	45	1,175	237	19,551
Auditors' fees, expenses etc :										
(a) as auditor	2,920	43	2,388	57	50	4,657	1,473	283	-	11,871
(b) as advisor or in any other capacity, in respect of										
(i) Taxation matters	-	-	-	-	-	-	-	-	-	-
(ii) Insurance matters	-	-	-	-	-	-	-	-	-	-
(iii) Management Services; and	-	-	-	-	-	-	-	-	-	-
(c) in any other capacity (for Certification)	36	-	38	-	2	93	50	6	-	225
Advertisement and publicity	183,745	30	231,473	1,374	377	541,513	95,348	7,427	1,013	1,062,300
Interest and bank charges	13,440	461	28,381	2,587	251	71,694	21,350	1,521	7,986	147,671
Others										
Administration support expenses	433,689	-	325,210	5,169	192	1,446,103	50,664	10,962	-	2,271,989
Business conferences and meetings	132,472	2	56,736	197	202	162,812	13,221	2,307	396	368,345
Information technology cost	113,083	725	69,980	2,535	1,519	144,433	26,839	5,683	(129)	364,668
Office running expenses	58,576	356	63,030	1,033	676	162,971	31,840	4,193	3,173	325,848
Data entry related expenses	34,065	727	32,967	492	1,142	65,247	25,221	3,743	2,876	166,480
Miscellaneous expenses	53,868	244	159,863	3,434	344	186,230	57,610	4,907	4,484	470,984
Depreciation	89,064	478	83,030	1,460	707	260,165	23,402	4,593	5,314	468,213
Service tax expenses	3,367	1,377	14,925	181	(495)	32,807	(10,770)	13,921	45	55,358
Total	3,457,729	29,990	3,336,802	39,695	31,281	7,548,935	1,269,831	281,630	172,712	16,168,605

For the year ended March 31, 2013

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Employees' remuneration and welfare benefits	786,591	22,541	3,415,306	7,439	26,281	2,431,814	681,261	256,033	64,103	7,691,369
Travel, conveyance and vehicle running expenses	21,397	301	130,017	271	704	167,881	34,537	7,608	12,719	375,435
Agents training, recruitment and incentives	126,659	470	923,478	352	1,300	485,566	86,048	23,122	3,407	1,650,402
Rents, rates and taxes	81,841	1,237	324,271	1,188	3,170	413,582	93,966	33,998	10,562	963,815
Repairs	27,855	478	97,156	399	1,052	131,237	37,313	9,867	3,296	308,653
Printing and stationery	11,730	450	18,330	79	878	39,807	27,588	2,515	34,867	136,244
Communication expenses	83,753	2,690	160,827	470	6,249	274,148	125,019	18,399	1,353	672,908
Legal and professional charges	56,571	838	152,586	588	2,077	123,194	42,169	9,566	3,771	391,360
Medical fees	2,744	-	20,184	142	327	7,859	164	3,391	96	34,907
Auditors' fees, expenses etc :										
(a) as auditor	1,495	21	3,926	24	59	3,772	933	339	-	10,569
(b) as advisor or in any other capacity, in respect of										
(i) Taxation matters	-	-	-	-	-	-	-	-	-	-
(ii) Insurance matters	-	-	-	-	-	-	-	-	-	-
(iii) Management Services; and	-	-	-	-	-	-	-	-	-	-
(c) in any other capacity (for Certification)	34	-	78	1	1	82	20	9	-	225
Advertisement and publicity	60,404	712	517,741	363	1,049	578,348	132,620	13,345	661	1,305,243
Interest and bank charges	6,506	506	21,824	2,836	176	55,612	30,127	2,132	16,263	135,982
Others										
Administration support expenses	52,667	-	388,431	550	263	529,012	16,012	12,775	-	999,710
Business conferences and meetings	38,652	152	335,363	62	690	139,698	29,293	3,915	5	547,830
Information technology cost	44,438	911	98,336	657	2,348	123,778	41,144	10,036	-	321,648
Office running expenses	29,988	529	103,800	415	1,230	129,571	40,873	10,344	2,891	319,641
Data entry related expenses	27,994	844	54,793	212	2,020	89,777	38,900	5,585	692	220,817
Miscellaneous expenses	15,893	340	143,595	67,760	1,143	132,241	(38,429)	6,454	11,930	340,927
Depreciation	34,190	393	154,081	507	1,141	179,850	20,822	13,900	4,729	409,613
Service tax expenses	37,185	592	102,052	13,088	1,205	105,651	17,567	15,631	805	293,776
Total	1,548,587	34,005	7,166,175	97,403	53,363	6,142,480	1,457,947	458,964	172,150	17,131,074

ICICI Prudential Life Insurance Company Limited

Schedules forming part of consolidated financial statements

17,176,744
45,670

SCHEDULE – 3 (Continued)

OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

For the quarter ended March 31, 2014

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Employees' remuneration and welfare benefits	549,384	4,889	105,601	4,069	5,743	762,002	136,062	20,969	18,816	1,607,535
Travel, conveyance and vehicle running expenses	19,442	60	5,736	229	680	55,520	7,736	453	4,422	94,278
Agents training, recruitment and incentives	162,638	2	20,529	126	69	141,096	12,526	644	1,194	338,824
Rents, rates and taxes	50,656	295	14,880	808	392	131,781	20,479	1,450	2,519	223,260
Repairs	19,701	124	(1,841)	(223)	171	62,873	10,302	690	1,072	92,869
Printing and stationery	3,200	34	2,809	96	50	4,392	1,788	167	11,297	23,833
Communication expenses	38,980	526	16,918	481	944	69,338	19,888	2,273	529	149,877
Legal and professional charges	69,576	569	20,888	1,368	712	79,981	22,145	2,316	2,193	199,748
Medical fees	792	-	720	-	4	1,357	10	(89)	16	2,810
Auditors' fees, expenses etc :										
(a) as auditor	974	11	361	19	16	1,368	377	46	-	3,172
(b) as advisor or in any other capacity, in respect of										
(i) Taxation matters	-	-	-	-	-	-	-	-	-	-
(ii) Insurance matters	-	-	-	-	-	-	-	-	-	-
(iii) Management Services; and	-	-	-	-	-	-	-	-	-	-
(c) in any other capacity	-	-	-	-	-	-	-	-	-	-
Advertisement and publicity	108,947	4	17,307	536	108	200,228	27,176	1,031	60	355,397
Interest and bank charges	4,428	206	8,469	763	92	24,199	8,713	417	1,642	48,929
Others										
Administration support expenses	243,092	-	11,838	2,904	-	653,255	29,867	-	-	940,956
Business conferences and meetings	86,544	1	7,632	119	113	77,532	6,633	331	280	179,185
Information technology cost	44,486	238	10,161	1,309	327	52,056	8,615	950	(137)	118,005
Office running expenses	17,720	108	5,493	334	144	40,569	7,262	531	707	72,868
Data entry related expenses	13,538	103	8,042	204	382	23,119	8,929	1,119	768	56,204
Miscellaneous expenses	31,348	227	78,023	788	108	73,732	29,980	(2,253)	1,088	213,041
Depreciation	34,868	178	6,922	573	219	85,795	8,935	689	1,613	139,792
Service tax expenses	367	1,350	5,714	39	(154)	(4,934)	(3,166)	4,779	3	3,998
Total	1,500,681	8,925	346,202	14,542	10,120	2,535,259	364,257	36,513	48,082	4,864,581

For the quarter ended March 31, 2013

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Employees' remuneration and welfare benefits	267,471	4,299	1,652,832	(1,088)	12,612	(76,929)	3,940	106,087	14,219	1,983,443
Travel, conveyance and vehicle running expenses	6,057	35	43,453	92	145	58,356	3,566	1,758	3,267	116,729
Agents training, recruitment and incentives	61,551	229	551,445	(456)	790	(98,056)	40,841	560	3,407	560,311
Rents, rates and taxes	17,854	350	63,891	211	601	106,448	35,472	5,136	3,108	233,071
Repairs	13,162	245	42,088	219	467	60,740	18,108	3,149	1,432	139,610
Printing and stationery	5,138	237	1,409	10	346	14,197	17,941	944	31,558	71,780
Communication expenses	26,576	872	53,484	97	1,751	80,444	36,135	5,551	520	205,430
Legal and professional charges	27,101	258	79,657	171	584	10,451	14,134	3,030	1,697	137,083
Medical fees	891	-	6,875	87	52	2,706	163	398	96	11,268
Auditors' fees, expenses etc:										
(a) as auditor	402	6	1,087	6	13	1,086	276	76	-	2,952
(b) as advisor or in any other capacity, in respect of										
(i) Taxation matters	-	-	-	-	-	-	-	-	-	-
(ii) Insurance matters	-	-	-	-	-	-	-	-	-	-
(iii) Management Services; and	-	-	-	-	-	-	-	-	-	-
(c) in any other capacity	-	-	-	-	-	-	-	-	-	-
Advertisement and publicity	24,467	301	279,370	65	406	103,256	58,796	596	24	467,281
Interest and bank charges	2,478	243	8,070	558	68	18,912	9,035	830	6,621	46,815
Others										
Administration support expenses	22,690	-	170,303	261	110	272,699	15,706	4,721	-	486,490
Business conferences and meetings	24,060	69	220,634	(90)	516	14,930	14,263	717	5	275,104
Information technology cost	14,004	297	32,472	186	601	39,560	13,075	2,615	-	102,810
Office running expenses	7,825	177	22,315	92	289	37,092	15,945	1,899	846	86,480
Data entry related expenses	7,502	206	15,775	63	407	23,129	8,507	1,292	549	57,430
Miscellaneous expenses	3,993	(83)	63,950	(282)	273	52,368	(2,778)	2,089	9,197	128,727
Depreciation	8,666	107	37,633	157	232	52,500	7,402	2,140	1,520	110,357
Service tax expenses	(2,132)	76	(1,957)	491	(212)	16,792	(1,956)	6,534	4	17,640
Total	539,756	7,924	3,344,786	850	20,051	790,681	308,571	150,122	78,070	5,240,811

ICICI Prudential Life Insurance Company Limited

Schedules forming part of consolidated financial statements

**SCHEDULE – 3A
EXPENSES OTHER THAN THOSE DIRECTLY RELATED TO THE INSURANCE BUSINESS**

For the year ended March 31, 2014

(₹ '000)

Particulars	March 31, 2014	March 31, 2013	Quarter ended March 31, 2014	Quarter ended March 31, 2013
Employees' remuneration and welfare benefits	89,300	35,390	27,482	11,361
Travel, conveyance and vehicle running expenses	1,368	29	573	(150)
Rent, rates and taxes	4,274	385	1,284	110
Printing and stationery	4	-	1	-
Communication expenses	751	49	97	19
Legal and professional charges	1,785	10,174	877	3,034
Interest and bank charges	897	1,619	346	380
Information technology cost	1,603	982	746	222
Others	48,905	27,003	1,310	9,878
Depreciation	1,227	1,038	347	287
Total	150,114	76,669	33,063	25,141