

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, 2017

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Non Par Variable	Non Par Variable Pension	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Employees' remuneration and welfare benefits	1,409,501	9,580	1,132,245	7,445	951	15,208	5,309	5,084,718	256,219	29,204	85,794	8,036,174
Travel, conveyance and vehicle running expenses	49,205	212	43,077	1,232	131	888	264	315,857	13,426	1,495	9,884	435,671
Agents training, recruitment and incentives	427,738	-	228,018	9	-	511	160	1,050,558	22,299	1,920	1	1,731,214
Rents, rates and taxes	94,329	1,790	391,180	263	38	1,335	363	514,496	17,448	1,973	4,927	1,028,142
Repairs	52,481	3,659	32,724	145	15	675	219	215,279	10,096	1,177	1,479	317,949
Printing and stationery	8,334	113	11,537	-	1	221	112	21,909	2,132	414	95	44,868
Communication expenses	137,562	2,228	176,317	102	13	3,293	2,218	405,695	44,368	8,378	1,280	781,454
Legal and professional charges	80,131	778	93,603	179	18	1,921	652	233,083	16,957	2,775	6,454	436,551
Medical fees	5,089	-	138,739	21	3	-	-	11,320	15	(28)	184	155,343
Auditors' fees	3,154	51	3,979	-	-	83	50	7,632	946	185	-	16,080
Auditors' fees, expenses etc :												
(a) as auditor	3,154	51	3,979	-	-	83	50	7,632	946	185	-	16,080
(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)	-	-	-	-	-	-	-	-	-	-	-	-
Advertisement and publicity	412,741	6	650,617	4,898	523	972	352	802,462	47,416	4,135	30,807	1,954,929
Interest and bank charges	19,197	292	22,896	609	88	1,619	107	92,377	7,499	254	6,680	151,618
Others												
Administration support expenses	590,681	-	694,478	-	-	8,089	-	4,503,427	36,000	-	(655)	5,832,020
Business conferences and meetings	191,483	-	109,089	184	26	238	70	495,865	9,830	836	2,603	810,224
Information technology cost	121,667	1,139	189,372	217	28	3,494	1,132	308,551	21,959	4,162	1,949	653,670
Office running expenses	28,434	156	27,891	105	13	540	183	162,624	8,161	968	1,051	230,126
Data entry related expenses	32,977	692	37,136	369	41	815	687	77,322	12,751	2,527	4,210	169,527
Miscellaneous expenses	14,340	60	32,727	34	6	250	277	94,852	6,158	2,158	2,140	153,002
Unit fund expenses	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation	72,492	306	47,235	258	29	1,238	283	443,552	8,573	1,057	3,141	578,164
Service tax expenses	9,381	47	19,811	162	-	(204)	(56)	8,689	(987)	10,835	7,557	55,235
Total	3,760,917	21,109	4,082,671	16,232	1,924	41,186	12,382	14,850,268	541,266	74,425	169,581	23,571,961

For the year ended March 31, 2016

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Non Par Variable	Non Par Variable Pension	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Employees' remuneration and welfare benefits	1,617,844	19,122	677,430	-	-	14,789	3,323	4,547,857	348,634	30,787	90,342	7,350,128
Travel, conveyance and vehicle running expenses	56,406	224	29,040	-	-	772	303	279,887	18,330	1,577	15,258	401,797
Agents training, recruitment and incentives	326,883	-	87,165	-	-	468	155	640,790	22,314	1,389	984	1,080,148
Rents, rates and taxes	110,930	480	207,434	-	-	1,614	578	603,469	29,212	2,695	6,140	962,552
Repairs	48,125	245	26,543	-	-	769	307	233,164	16,058	1,481	2,475	329,167
Printing and stationery	9,615	138	7,035	-	-	262	150	20,437	3,058	511	399	41,605
Communication expenses	124,576	1,736	85,859	-	-	2,895	1,902	328,522	42,350	6,650	1,637	596,127
Legal and professional charges	105,855	1,100	61,941	-	-	2,458	1,069	224,272	27,148	4,033	5,286	433,162
Medical fees	5,884	-	65,790	-	-	-	-	10,160	14	(134)	234	81,948
Auditors' fees	3,164	45	2,315	-	-	89	49	6,623	981	165	-	13,431
Auditors' fees, expenses etc :												
(a) as auditor	3,164	45	2,315	-	-	89	49	6,623	981	165	-	13,431
(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)	-	-	-	-	-	-	-	-	-	-	-	-
Advertisement and publicity	160,148	5	55,318	-	-	1,104	207	701,619	37,850	2,274	5,922	964,447
Interest and bank charges	14,667	319	17,707	-	-	1,184	121	64,429	9,055	361	11,166	119,009
Others												
Administration support expenses	620,302	-	118,867	-	-	8,021	-	3,734,806	45,936	-	-	4,527,932
Business conferences and meetings	140,893	-	27,537	-	-	129	53	262,205	8,402	525	1,954	441,698
Information technology cost	124,601	903	87,431	-	-	3,645	997	247,303	20,734	3,342	2,590	491,546
Office running expenses	37,596	229	23,483	-	-	767	282	168,784	13,291	1,288	1,787	247,507
Data entry related expenses	27,300	548	20,687	-	-	640	592	59,059	11,765	2,026	3,813	126,430
Miscellaneous expenses	22,228	693	51,227	-	-	2,774	1,185	73,833	24,474	2,621	2,418	181,453
Unit fund expenses	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation	66,569	295	23,451	-	-	1,031	296	349,401	9,535	1,030	3,692	455,300
Service tax expenses	6,613	69	9,348	-	-	(92)	58	200	484	14,500	6,922	38,102
Total	3,630,199	26,151	1,685,608	-	-	43,319	11,627	12,556,820	689,625	77,121	163,019	18,883,489

ICICI Prudential Life Insurance Company Limited

Schedules forming part of consolidated financial statements

SCHEDULE - 3 (Continued)
OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

For the quarter ended March 31, 2017

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Non Par Variable	Non Par Variable Pension	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Employees' remuneration and welfare benefits	323,980	1,755	261,872	538	59	3,426	1,186	1,356,474	57,594	6,919	20,183	2,033,986
Travel, conveyance and vehicle running expenses	13,215	59	12,911	78	9	272	75	98,884	3,730	436	2,761	132,430
Agents training, recruitment and incentives	170,618	-	98,166	-	-	109	67	472,937	8,954	813	1	751,665
Rents, rates and taxes	19,530	450	124,738	17	2	350	88	148,258	4,138	479	746	298,796
Repairs	11,762	567	8,589	10	1	185	56	60,140	2,344	298	373	84,325
Printing and stationery	2,250	22	3,705	(5)	-	61	21	6,770	400	82	(63)	13,243
Communication expenses	39,349	723	58,389	10	1	969	695	118,270	13,429	2,715	308	234,848
Legal and professional charges	25,217	300	31,654	13	1	641	256	80,142	5,953	1,081	1,630	146,888
Medical fees	1,228	-	49,106	3	-	-	-	3,023	3	(1)	72	53,434
Auditors' fees	748	13	1,008	-	-	20	11	1,956	218	45	-	4,019
Auditors' fees, expenses etc :												
(a) as auditor	748	13	1,008	-	-	20	11	1,956	218	45	-	4,019
(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	193,475	-	328,893	(19)	(14)	245	130	219,372	16,177	1,552	(5,293)	754,518
Interest and bank charges	6,177	117	7,596	63	5	415	27	31,087	1,859	2	1,757	49,105
Others												
Administration support expenses	123,616	-	357,989	-	(6)	2,373	-	1,244,336	8,767	-	(3,425)	1,733,650
Business conferences and meetings	76,282	-	43,009	9	2	43	24	199,159	3,255	292	587	322,662
Information technology cost	31,742	315	53,369	10	1	871	302	91,830	5,788	1,156	354	185,738
Office running expenses	5,171	34	5,879	3	-	115	38	34,991	1,527	200	209	48,167
Data entry related expenses	9,228	183	11,354	28	4	235	175	22,821	3,214	670	1,130	49,042
Miscellaneous expenses	5,361	93	14,711	4	-	(112)	110	27,927	(5,007)	(538)	143	42,692
Unit fund expenses	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation	11,030	62	8,198	17	2	274	54	95,928	1,606	211	599	117,981
Service tax expenses	(2,583)	105	9,183	-	-	(11)	(303)	1,035	(526)	2,110	2,015	11,025
Total	1,067,396	4,798	1,490,319	779	67	10,471	3,012	4,315,340	133,423	18,522	24,087	7,068,214

For the quarter ended March 31, 2016

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Non Par Variable	Non Par Variable Pension	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Employees' remuneration and welfare benefits	453,554	4,829	219,534	-	-	4,241	1,593	1,155,919	78,262	8,006	23,510	1,949,448
Travel, conveyance and vehicle running expenses	16,700	51	8,573	-	-	247	68	68,955	3,972	372	3,351	102,289
Agents training, recruitment and incentives	191,594	-	57,433	-	-	185	57	305,568	9,578	661	(32)	565,044
Rents, rates and taxes	33,370	105	69,318	-	-	518	119	152,183	5,937	595	1,604	263,749
Repairs	14,107	54	7,500	-	-	222	66	60,855	3,442	337	557	87,140
Printing and stationery	2,043	28	1,731	-	-	48	29	4,026	585	102	13	8,605
Communication expenses	40,377	550	30,558	-	-	860	582	96,520	12,454	2,082	421	184,404
Legal and professional charges	28,698	216	21,105	-	-	610	182	55,070	5,483	779	1,374	113,517
Medical fees	3,261	-	45,343	-	-	-	-	4,285	(1)	(17)	87	52,958
Auditors' fees	789	11	667	-	-	19	11	1,499	218	39	-	3,253
Auditors' fees, expenses etc:												
(a) as auditor	789	11	667	-	-	19	11	1,499	218	39	-	3,253
(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	73,327	-	25,477	-	-	435	81	273,745	14,146	929	5,922	394,062
Interest and bank charges	4,445	107	4,759	-	-	489	26	19,387	2,936	(11)	1,520	33,658
Others												
Administration support expenses	94,967	-	20,176	-	-	978	-	424,157	5,038	-	-	545,316
Business conferences and meetings	51,902	-	14,401	-	-	52	15	76,322	2,408	172	757	146,029
Information technology cost	25,005	175	22,513	-	-	615	183	44,021	3,758	641	764	97,675
Office running expenses	7,264	40	5,320	-	-	147	45	26,553	1,769	202	191	41,531
Data entry related expenses	9,923	202	8,026	-	-	224	212	20,529	4,123	742	931	44,912
Miscellaneous expenses	7,550	505	15,067	-	-	644	185	30,509	4,420	999	989	60,868
Unit fund expenses	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation	22,971	74	8,041	-	-	349	71	99,018	2,358	259	911	134,052
Service tax expenses	1,571	134	(4,528)	-	-	15	(154)	1,827	(102)	3,876	2,371	5,010
Total	1,083,418	7,081	581,014	-	-	10,898	3,371	2,920,948	160,784	20,765	45,241	4,833,520

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**

(₹ '000)				
For the year ended March 31, 2017				
Particulars	Year ended March 31, 2017	Year ended March 31, 2016	Quarter ended March 31, 2017	Quarter ended March 31, 2016
Employees' remuneration and welfare benefits	126,958	118,891	29,816	23,842
Travel, conveyance and vehicle running expenses	223	278	43	96
Rent, rates and taxes	23,822	1,593	12,218	456
Printing and stationery	-	-	(600)	-
Communication expenses	1,899	91	1,021	27
Legal and professional charges	9,316	1,925	895	519
Interest and bank charges	965	581	239	187
CSR expenses	218,842	199,111	73,990	35,804
Profit/Loss on sale/write off of Fixed Assets (Net)	-	-	-	-
Information technology cost	1,205	1,304	366	342
Auditors' fees and expenses	-	-	-	-
Others	25,555	14,140	10,520	13,294
Depreciation	495	495	118	125
Total	409,280	338,409	128,626	74,692