

Schedules forming part of consolidated financial statements

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

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	<b>7,691,369</b>
Travel, conveyance and vehicle running expenses	21,397	301	130,017	271	704	167,881	34,537	7,608	12,719	<b>375,435</b>
Agents training, recruitment and incentives	126,659	470	923,478	352	1,300	485,566	86,048	23,122	3,407	<b>1,650,402</b>
Rents, rates and taxes	81,841	1,237	324,271	1,188	3,170	413,582	93,966	33,998	10,562	<b>963,815</b>
Repairs	27,855	478	97,156	399	1,052	131,237	37,313	9,867	3,296	<b>308,653</b>
Printing and stationery	11,730	450	18,330	79	878	39,807	27,588	2,515	34,867	<b>136,244</b>
Communication expenses	83,753	2,690	160,827	470	6,249	274,148	125,019	18,399	1,353	<b>672,908</b>
Legal and professional charges	56,571	838	152,586	588	2,077	123,194	42,169	9,566	3,771	<b>391,360</b>
Medical fees	2,744	-	20,184	142	327	7,859	164	3,391	96	<b>34,907</b>
Auditors' fees, expenses etc :										
(a) as auditor	1,495	21	3,926	24	59	3,772	933	339	-	<b>10,569</b>
(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	-	<b>225</b>
Advertisement and publicity	60,404	712	517,741	363	1,049	578,348	132,620	13,345	661	<b>1,305,243</b>
Interest and bank charges	6,506	506	21,824	2,836	176	55,612	30,127	2,132	16,263	<b>135,982</b>
<b>Others</b>										
Administration support expenses	52,667	-	388,431	550	263	529,012	16,012	12,775	-	<b>999,710</b>
Business conferences and meetings	38,652	152	335,363	62	690	139,698	29,293	3,915	5	<b>547,830</b>
Information technology cost	44,438	911	98,336	657	2,348	123,778	41,144	10,036	-	<b>321,648</b>
Office running expenses	29,988	529	103,800	415	1,230	129,571	40,873	10,344	2,891	<b>319,641</b>
Data entry related expenses	27,994	844	54,793	212	2,020	89,777	38,900	5,585	692	<b>220,817</b>
Miscellaneous expenses	15,893	340	143,595	67,760	1,143	124,599	19,283	2,221	11,763	<b>386,597</b>
Unit fund expenses	-	-	-	-	-	1,682,885	1,301,932	135,067	89,660	<b>3,209,544</b>
Depreciation	34,190	393	154,081	507	1,141	179,850	20,822	13,900	4,729	<b>409,613</b>
Service tax expenses	37,185	592	102,052	13,088	1,205	105,651	17,567	15,631	805	<b>293,776</b>
<b>Total</b>	<b>1,548,587</b>	<b>34,005</b>	<b>7,166,175</b>	<b>97,403</b>	<b>53,363</b>	<b>7,817,723</b>	<b>2,817,591</b>	<b>589,798</b>	<b>261,643</b>	<b>20,386,288</b>

For the year ended March 31, 2012

(₹ '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	631,568	21,285	2,116,421	7,809	33,242	3,617,299	921,450	218,316	71,492	<b>7,638,882</b>
Travel, conveyance and vehicle running expenses	18,170	426	80,682	197	943	134,582	30,671	8,216	11,411	<b>285,298</b>
Agents training, recruitment and incentives	95,777	1,270	541,547	975	1,676	1,097,045	77,014	28,047	-	<b>1,843,351</b>
Rents, rates and taxes	102,786	1,317	319,802	962	4,641	543,338	108,956	45,405	8,224	<b>1,135,431</b>
Repairs	27,042	435	76,986	270	1,329	143,288	39,856	11,485	2,147	<b>302,838</b>
Printing and stationery	8,203	327	946	9	1,071	22,896	15,694	2,274	128	<b>51,548</b>
Communication expenses	65,990	1,909	147,787	318	6,060	274,923	104,339	18,822	1,562	<b>621,710</b>
Legal and professional charges	48,036	1,209	111,330	225	4,045	192,193	56,946	11,296	1,609	<b>426,889</b>
Medical fees	9,107	46	47,164	21	1,273	30,340	3,092	13,205	-	<b>104,248</b>
Auditors' fees, expenses etc :										
(a) as auditor	1,959	28	4,392	11	104	5,644	1,250	478	1	<b>13,867</b>
(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	6	-	13	-	1	18	4	2	-	<b>44</b>
Advertisement and publicity	51,736	1,703	308,818	324	1,279	652,478	102,730	21,504	520	<b>1,141,092</b>
Interest and bank charges	6,885	603	19,832	4,108	356	66,475	43,698	1,893	14,142	<b>157,992</b>
<b>Others</b>										
Administration support expenses	62,512	475	581,261	586	456	614,515	47,773	18,978	-	<b>1,326,556</b>
Business conferences and meetings	20,985	269	118,425	242	307	221,314	16,093	6,106	18	<b>383,759</b>
Information technology cost	42,754	890	84,632	313	3,364	130,666	39,961	10,188	382	<b>313,150</b>
Office running expenses	40,971	691	109,250	370	2,351	191,224	55,565	15,098	2,097	<b>417,617</b>
Data entry related expenses	28,832	938	55,060	97	2,871	110,594	46,520	6,556	239	<b>251,707</b>
Miscellaneous expenses	20,715	1,120	153,954	20,719	2,230	236,664	151,891	5,415	5,697	<b>598,405</b>
Unit fund expenses	-	-	-	-	-	1,246,841	863,307	100,497	68,381	<b>2,279,026</b>
Depreciation	51,005	564	165,352	484	1,905	281,493	29,308	21,547	4,095	<b>555,753</b>
Service tax expenses	27,001	399	59,439	125	1,788	72,807	17,512	6,494	-	<b>185,565</b>
<b>Total</b>	<b>1,362,040</b>	<b>35,904</b>	<b>5,103,093</b>	<b>38,165</b>	<b>71,292</b>	<b>9,886,637</b>	<b>2,773,630</b>	<b>571,822</b>	<b>192,145</b>	<b>20,034,728</b>

Schedules forming part of consolidated financial statements

SCHEDULE - 3 (Continued)

OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

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	39,311	17,801	539	9,151	134,653
Unit fund expenses	-	-	-	-	-	508,811	441,315	37,101	23,199	1,010,426
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
<b>Total</b>	<b>539,756</b>	<b>7,924</b>	<b>3,344,786</b>	<b>850</b>	<b>20,051</b>	<b>1,286,435</b>	<b>770,465</b>	<b>185,673</b>	<b>101,223</b>	<b>6,257,163</b>

For the quarter ended March 31, 2012

(₹ '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	175,788	6,796	529,177	2,388	6,280	1,062,044	246,430	76,961	19,410	2,125,274
Travel, conveyance and vehicle running expenses	5,164	171	25,973	54	268	49,448	12,920	2,732	4,075	100,805
Agents training, recruitment and incentives	17,657	373	149,179	484	528	416,264	20,573	3,707	(1)	608,764
Rents, rates and taxes	19,550	410	51,695	194	790	113,162	30,837	8,551	1,840	227,029
Repairs	9,060	193	22,001	94	438	47,254	13,902	3,518	654	97,114
Printing and stationery	(380)	81	(2,721)	(22)	312	9,300	4,888	(64)	91	11,485
Communication expenses	19,415	682	33,895	91	1,960	85,644	36,578	5,136	505	183,906
Legal and professional charges	21,893	570	47,848	141	1,929	88,799	26,997	4,866	582	193,625
Medical fees	1,648	26	6,721	3	373	9,029	3	4,266	-	22,069
Auditors' fees, expenses etc :	-	-	-	-	-	-	-	-	-	-
(a) as auditor	579	7	1,273	6	30	1,752	374	137	1	4,159
(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	1	-	2	-	1	5	1	1	-	11
Advertisement and publicity	20,196	886	108,523	133	474	287,624	50,391	7,433	79	475,739
Interest and bank charges	1,534	225	3,206	608	47	16,161	11,346	510	5,852	39,489
Others	-	-	-	-	-	-	-	-	-	-
Administration support expenses	11,844	120	133,976	169	105	136,622	143	3,496	-	286,475
Business conferences and meetings	12,529	181	73,997	189	203	148,539	10,942	3,639	-	250,219
Information technology cost	22,106	455	41,798	206	1,611	71,114	21,757	4,873	-	163,920
Office running expenses	15,453	315	34,226	141	909	65,711	19,910	4,794	600	142,059
Data entry related expenses	9,877	328	16,018	39	1,007	35,821	16,125	2,085	45	81,345
Miscellaneous expenses	(3,686)	(201)	66,960	(756)	786	40,214	101,090	387	(30,714)	174,080
Unit fund expenses	-	-	-	-	-	455,495	296,898	33,343	34,923	820,659
Depreciation	12,646	174	42,498	180	470	82,245	4,760	5,368	1,209	149,550
Service tax expenses	16,184	222	37,810	98	844	43,644	10,431	3,780	-	113,013
<b>Total</b>	<b>389,058</b>	<b>12,014</b>	<b>1,424,055</b>	<b>4,440</b>	<b>19,365</b>	<b>3,265,891</b>	<b>937,296</b>	<b>179,519</b>	<b>39,151</b>	<b>6,270,789</b>

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

For the period

Particulars	March 31, 2013	March 31, 2012	Quarter ended March 31, 2013	Quarter ended March 31, 2012
Employees' remuneration and welfare benefits	35,390	14,435	11,361	9,492
Travel, conveyance and vehicle running expenses	29	86	(150)	23
Rent, rates and taxes	385	-	110	(405)
Printing and stationery	-	2	-	-
Communication expenses	49	61	19	17
Legal and professional charges	10,174	7,612	3,034	1,871
Interest and bank charges	1,619	1,842	380	(672)
Information technology cost	982	878	222	214
Others	27,003	1,929	9,878	715
Depreciation	1,038	892	287	234
<b>Total</b>	<b>76,669</b>	<b>27,737</b>	<b>25,141</b>	<b>11,489</b>