

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Condensed financial statements

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

For the half year ended September 30, 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	462,086	9,306	1,395,128	6,730	7,824	1,432,191	304,554	100,574	38,390	3,756,783
Travel, conveyance and vehicle running expenses	12,385	95	47,012	320	227	76,036	13,399	2,473	4,637	156,584
Agents training, recruitment and incentives	34,451	1	98,742	802	28	41,451	5,042	8,198	592	189,307
Rents, rates and taxes	37,660	320	127,401	1,167	662	188,815	32,535	6,038	4,240	398,838
Repairs	10,185	79	32,205	351	272	51,458	10,386	1,439	1,204	107,579
Printing and stationery	3,159	80	7,483	108	153	7,714	4,262	596	17,205	40,760
Communication expenses	46,381	1,264	78,536	602	2,232	125,836	50,670	7,916	616	314,053
Legal and professional charges	34,703	372	74,830	830	785	67,907	19,827	4,695	12	203,961
Medical fees	900	-	6,856	89	84	1,871	20	1,032	148	11,000
Auditors' fees, expenses etc :										
(a) as auditor	922	11	1,952	35	21	1,876	427	141	-	5,385
(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	25,010	12	199,496	651	179	219,080	53,195	5,165	61	502,849
Interest and bank charges	4,559	166	14,071	1,158	110	29,786	9,510	880	4,443	64,683
<b>Others</b>										
Administration support expenses	70,121	-	296,659	1,543	192	490,647	13,082	9,092	-	881,336
Business conferences and meetings	8,530	1	38,936	34	37	36,707	3,148	729	-	88,122
Information technology cost	23,051	406	42,734	561	760	49,137	15,158	3,633	-	135,440
Office running expenses	15,555	156	47,383	457	335	71,447	15,712	2,488	1,417	154,950
Data entry related expenses	10,995	259	19,448	229	479	26,694	10,056	1,722	760	70,642
Miscellaneous expenses	4,623	372	53,227	2,400	175	51,515	14,375	728	2,118	129,533
Unit fund expenses	-	-	-	-	-	869,483	598,866	68,894	49,095	1,586,338
Depreciation	20,499	160	67,936	599	306	99,203	8,404	2,894	2,195	202,196
Service tax expenses	1,628	(70)	2,536	51	(304)	27,696	(6,568)	6,659	19	31,647
<b>Total</b>	<b>827,403</b>	<b>12,990</b>	<b>2,652,571</b>	<b>18,717</b>	<b>14,557</b>	<b>3,966,550</b>	<b>1,176,060</b>	<b>235,986</b>	<b>127,152</b>	<b>9,031,986</b>

For the half year ended September 30, 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	347,983	12,696	1,117,588	6,175	10,255	1,672,093	478,241	107,202	32,688	3,784,921
Travel, conveyance and vehicle running expenses	9,871	173	54,192	121	383	70,700	20,462	4,138	6,360	166,400
Agents training, recruitment and incentives	60,643	230	345,916	726	469	559,452	43,448	21,686	-	1,032,570
Rents, rates and taxes	42,468	568	168,660	753	1,750	199,960	35,005	19,570	4,640	473,374
Repairs	9,099	138	32,982	124	358	42,877	10,924	4,280	1,145	101,927
Printing and stationery	4,066	128	11,644	69	551	18,178	5,999	1,123	4	41,762
Communication expenses	38,424	1,274	67,751	269	3,102	131,920	63,191	8,861	474	315,266
Legal and professional charges	17,538	325	45,192	202	959	65,474	15,369	4,284	867	150,210
Medical fees	1,098	-	9,216	34	185	3,329	-	2,103	-	15,965
Auditors' fees, expenses etc :										
(a) as auditor	743	10	1,899	15	33	1,868	458	198	-	5,224
(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	34	-	78	1	1	82	20	9	-	225
Advertisement and publicity	22,616	255	146,564	216	419	277,782	47,468	8,704	113	504,137
Interest and bank charges	2,353	156	7,634	1,422	65	22,176	14,702	897	6,727	56,132
<b>Others</b>										
Administration support expenses	19,881	-	136,430	190	92	168,728	230	6,033	-	331,584
Business conferences and meetings	7,928	51	58,511	86	107	59,837	9,559	1,787	-	137,866
Information technology cost	18,339	370	37,694	385	1,170	53,215	17,630	5,253	-	134,056
Office running expenses	13,180	196	49,257	237	568	52,766	13,145	4,943	1,150	135,442
Data entry related expenses	14,017	442	26,062	119	1,192	46,759	21,549	3,121	116	113,377
Miscellaneous expenses	6,273	69	42,661	741	571	46,875	7,106	118	1,827	106,241
Unit fund expenses	-	-	-	-	-	726,203	465,971	65,302	43,456	1,300,932
Depreciation	17,409	192	78,661	263	631	85,622	9,208	8,354	2,093	202,433
Service tax expenses	32,081	393	82,416	326	1,197	69,955	18,028	6,368	-	210,764
<b>Total</b>	<b>686,044</b>	<b>17,666</b>	<b>2,521,008</b>	<b>12,474</b>	<b>24,058</b>	<b>4,375,851</b>	<b>1,297,713</b>	<b>284,334</b>	<b>101,660</b>	<b>9,320,808</b>

**ICICI Prudential Life Insurance Company Limited**
**Schedules forming part of Condensed financial statements**
**SCHEDULE – 3 (Continued)  
OPERATING EXPENSES RELATED TO INSURANCE BUSINESS**
**For the quarter ended September 30, 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	261,604	4,854	707,640	2,882	3,816	794,153	156,610	50,445	21,121	<b>2,003,125</b>
Travel, conveyance and vehicle running expenses	7,260	44	22,620	125	96	42,076	6,627	1,160	2,508	<b>82,516</b>
Agents training, recruitment and incentives	22,795	1	73,931	201	13	20,931	3,621	5,672	574	<b>127,739</b>
Rents, rates and taxes	18,844	143	52,363	372	259	89,119	14,602	2,586	1,998	<b>180,286</b>
Repairs	6,756	56	17,787	136	108	31,684	6,206	925	708	<b>64,366</b>
Printing and stationery	1,484	27	3,339	26	52	3,219	1,735	239	11,625	<b>21,746</b>
Communication expenses	26,133	701	40,994	233	1,176	69,560	27,088	4,252	336	<b>170,473</b>
Legal and professional charges	19,874	200	41,127	254	455	39,434	10,776	2,592	-	<b>114,712</b>
Medical fees	764	-	2,313	10	75	1,574	16	1,032	34	<b>5,818</b>
Auditors' fees, expenses etc :										
(a) as auditor	508	6	963	13	9	1,008	216	72	-	<b>2,795</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	-	-	-	-	-	-	-	-	-	-
Advertisement and publicity	15,561	6	95,127	274	73	129,858	28,046	2,695	38	<b>271,678</b>
Interest and bank charges	2,539	65	7,773	701	53	15,278	4,526	354	1,576	<b>32,865</b>
<b>Others</b>										
Administration support expenses	42,642	-	136,149	519	48	263,446	5,655	4,309	-	<b>452,768</b>
Business conferences and meetings	8,062	1	36,067	33	35	35,232	3,136	685	-	<b>83,251</b>
Information technology cost	16,265	277	28,138	215	498	33,701	10,001	2,436	-	<b>91,531</b>
Office running expenses	8,102	72	20,798	158	140	35,978	7,232	1,115	745	<b>74,340</b>
Data entry related expenses	4,298	67	7,594	79	125	9,395	2,538	593	302	<b>24,991</b>
Miscellaneous expenses	2,077	315	24,652	759	43	27,985	3,427	181	676	<b>60,115</b>
Unit fund expenses	-	-	-	-	-	445,818	264,350	37,020	24,547	<b>771,735</b>
Depreciation	11,072	77	29,762	209	133	50,674	3,830	1,310	1,109	<b>98,176</b>
Service tax expenses	1,794	257	4,043	(342)	(24)	11,621	(1,954)	3,787	19	<b>19,201</b>
<b>Total</b>	<b>478,434</b>	<b>7,169</b>	<b>1,353,180</b>	<b>6,857</b>	<b>7,183</b>	<b>2,151,744</b>	<b>558,284</b>	<b>123,460</b>	<b>67,916</b>	<b>4,754,227</b>

**For the quarter ended September 30, 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	192,783	6,057	654,279	2,496	4,931	783,070	247,060	49,360	19,534	<b>1,959,570</b>
Travel, conveyance and vehicle running expenses	6,214	104	34,844	53	220	40,249	12,173	2,074	3,503	<b>99,434</b>
Agents training, recruitment and incentives	34,468	117	226,662	372	337	235,065	21,569	8,250	-	<b>526,840</b>
Rents, rates and taxes	21,272	239	93,805	236	737	93,199	12,969	8,967	2,623	<b>234,047</b>
Repairs	7,277	82	30,228	85	258	28,984	3,527	2,847	723	<b>74,011</b>
Printing and stationery	798	48	4,872	3	16	8,593	2,537	209	4	<b>17,080</b>
Communication expenses	19,767	595	38,718	88	1,254	63,057	28,458	4,233	309	<b>156,479</b>
Legal and professional charges	10,068	165	26,832	74	485	33,621	7,736	2,134	719	<b>81,834</b>
Medical fees	703	-	5,610	32	114	1,863	-	1,157	-	<b>9,479</b>
Auditors' fees, expenses etc:										
(a) as auditor	352	4	906	2	13	750	197	65	-	<b>2,289</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	34	-	78	1	1	82	20	9	-	<b>225</b>
Advertisement and publicity	9,540	85	64,711	68	151	114,403	15,914	3,014	81	<b>207,967</b>
Interest and bank charges	1,312	78	4,490	661	34	11,466	8,448	404	4,666	<b>31,559</b>
<b>Others</b>										
Administration support expenses	13,063	-	97,186	135	77	90,810	154	2,967	-	<b>204,392</b>
Business conferences and meetings	7,025	27	52,327	77	69	53,633	5,071	1,651	-	<b>119,880</b>
Information technology cost	10,348	198	22,604	91	582	26,362	9,310	2,127	-	<b>71,622</b>
Office running expenses	8,087	108	31,740	85	307	32,808	6,587	3,130	818	<b>83,670</b>
Data entry related expenses	5,485	164	10,688	26	398	16,693	7,817	1,024	52	<b>42,347</b>
Miscellaneous expenses	4,045	70	27,279	107	387	22,823	7,724	(1,818)	871	<b>61,488</b>
Unit fund expenses	-	-	-	-	-	370,069	211,663	32,092	21,609	<b>635,433</b>
Depreciation	10,617	113	49,197	111	357	45,069	5,243	4,387	1,235	<b>116,329</b>
Service tax expenses	29,670	365	75,694	267	1,077	63,994	16,654	5,675	-	<b>193,396</b>
<b>Total</b>	<b>392,928</b>	<b>8,619</b>	<b>1,552,750</b>	<b>5,070</b>	<b>11,805</b>	<b>2,136,663</b>	<b>630,831</b>	<b>133,958</b>	<b>56,747</b>	<b>4,929,371</b>

**ICICI Prudential Life Insurance Company Limited****Schedules forming part of Condensed financial statements****SCHEDULE - 3A  
EXPENSES OTHER THAN THOSE DIRECTLY RELATED TO THE INSURANCE BUSINESS**

For the period ended		(₹ '000)		
Particulars	Half year ended September 30, 2013	Half year ended September 30, 2012	Quarter ended September 30, 2013	Quarter ended September 30, 2012
Employees' remuneration and welfare benefits	31,143	16,885	12,892	13,363
Travel, conveyance and vehicle running expenses	43	82	19	66
Rent, rates and taxes	145	165	58	95
Printing and stationery	3	-	3	-
Communication expenses	2,317	18	2,306	12
Legal and professional charges	-	31	-	15
Interest and bank charges	281	819	209	702
Others	44,471	12,387	(16,905)	288
Depreciation	74	83	36	50
<b>Total</b>	<b>78,477</b>	<b>30,470</b>	<b>(1,382)</b>	<b>14,591</b>