

**ICICI Prudential Life Insurance Company Limited**

**Schedules forming part of Consolidated Condensed financial statements**

**SCHEDULE – 3**

**OPERATING EXPENSES RELATED TO INSURANCE BUSINESS**

**For the nine months ended December 31, 2015**

(₹ '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	1,164,290	14,293	457,896	10,548	1,730	3,391,938	270,372	22,781	66,832	5,400,680
Travel, conveyance and vehicle running expenses	39,706	173	20,467	525	235	210,932	14,358	1,205	11,907	299,508
Agents training, recruitment and incentives	133,225	-	28,885	261	94	321,966	11,964	685	1,015	498,095
Rents, rates and taxes	68,258	360	33,183	1,007	439	392,636	22,946	2,044	4,527	525,400
Repairs	34,018	191	19,043	547	241	172,309	12,616	1,144	1,918	242,027
Printing and stationery	7,572	110	5,304	214	121	16,411	2,473	409	386	33,000
Communication expenses	84,199	1,186	55,301	2,035	1,320	232,002	29,896	4,568	1,216	411,723
Legal and professional charges	77,157	884	40,836	1,848	887	169,202	21,665	3,254	3,912	319,645
Medical fees	2,623	-	20,447	-	-	5,875	15	(117)	147	28,990
Auditors' fees	2,375	34	1,648	70	38	5,124	763	126	-	10,178
Auditors' fees, expenses etc :										
(a) as auditor	2,375	34	1,648	70	38	5,124	763	126	-	10,178
(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	80,705	5	27,470	608	115	391,456	21,552	1,228	-	523,139
Interest and bank charges	10,222	212	12,948	695	95	45,042	6,119	372	9,646	85,351
<b>Others</b>										
Administration support expenses	525,335	-	98,691	7,043	-	3,310,649	40,898	-	-	3,982,616
Business conferences and meetings	88,991	-	13,136	77	38	185,883	5,994	353	1,197	295,669
Information technology cost	99,596	728	64,918	3,030	814	203,282	16,976	2,701	1,826	393,871
Office running expenses	30,332	189	18,163	620	237	142,231	11,522	1,086	1,596	205,976
Data entry related expenses	17,377	346	12,661	416	380	38,530	7,642	1,284	2,882	81,518
Miscellaneous expenses	32,160	203	144,311	2,302	1,035	151,648	23,307	1,838	1,439	358,243
Depreciation	43,598	221	15,410	682	225	250,383	7,177	771	2,781	321,248
Service tax expenses	5,042	(65)	13,876	(107)	212	(1,627)	586	10,624	4,551	33,092
<b>Total</b>	<b>2,546,781</b>	<b>19,070</b>	<b>1,104,594</b>	<b>32,421</b>	<b>8,256</b>	<b>9,635,872</b>	<b>528,841</b>	<b>56,356</b>	<b>117,778</b>	<b>14,049,969</b>

**For the nine months ended December 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	1,266,664	14,503	381,480	12,775	18,156	2,973,174	355,414	42,006	72,962	5,137,134
Travel, conveyance and vehicle running expenses	33,429	144	14,505	509	(6)	163,110	15,407	1,035	9,639	237,772
Agents training, recruitment and incentives	244,808	2	38,197	830	115	438,852	23,788	1,251	(16)	747,827
Rents, rates and taxes	86,184	642	38,535	1,873	816	361,138	40,201	3,274	8,306	540,969
Repairs	30,081	232	15,498	754	307	121,773	16,056	1,286	2,700	188,687
Printing and stationery	7,761	139	6,977	185	176	16,449	4,971	587	18,876	56,121
Communication expenses	106,843	1,867	59,834	2,958	2,204	257,184	56,464	7,293	1,193	495,840
Legal and professional charges	77,566	766	34,722	2,245	821	146,280	29,239	3,084	5,668	300,391
Medical fees	1,389	-	8,411	-	-	5,983	13	(216)	59	15,639
Auditors' fees, expenses etc :										
(a) as auditor	2,157	29	1,032	55	36	4,298	832	113	-	8,552
(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	52,267	7	20,924	(107)	144	176,926	27,586	1,423	4	279,174
Interest and bank charges	12,025	275	16,222	2,982	135	63,931	10,159	711	8,067	114,507
<b>Others</b>										
Administration support expenses	359,116	-	40,543	5,492	-	1,977,374	32,876	-	-	2,415,401
Business conferences and meetings	114,705	1	17,081	291	46	208,711	10,105	513	1,870	353,323
Information technology cost	84,891	566	29,528	2,485	694	158,334	16,916	2,162	1,173	296,749
Office running expenses	35,883	263	16,939	866	349	125,510	16,984	1,404	2,530	200,728
Data entry related expenses	19,789	407	12,344	534	501	41,873	11,274	1,557	2,310	90,589
Miscellaneous expenses	22,124	724	89,793	1,143	620	119,921	4,089	1,230	2,819	242,463
Depreciation	55,635	393	18,009	1,146	445	238,898	14,571	1,461	5,079	335,637
Service tax expenses	6,351	(153)	(9,284)	2,177	(116)	(1,109)	(5,435)	7,462	27	(80)
<b>Total</b>	<b>2,619,668</b>	<b>20,807</b>	<b>851,290</b>	<b>39,193</b>	<b>25,443</b>	<b>7,598,610</b>	<b>681,510</b>	<b>77,636</b>	<b>143,266</b>	<b>12,057,423</b>

**ICICI Prudential Life Insurance Company Limited**
**Schedules forming part of Consolidated Condensed financial statements**
**SCHEDULE – 3 (Continued)**
**OPERATING EXPENSES RELATED TO INSURANCE BUSINESS**
**For the quarter ended December 31, 2015**
**(₹ '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	416,749	4,594	147,477	2,377	1,262	1,042,563	76,987	6,827	19,100	<b>1,717,936</b>
Travel, conveyance and vehicle running expenses	14,935	56	7,196	128	76	72,452	4,781	403	4,026	<b>104,053</b>
Agents training, recruitment and incentives	24,044	-	5,765	70	19	75,610	3,822	195	1,015	<b>110,540</b>
Rents, rates and taxes	27,646	112	11,865	260	137	147,117	7,489	665	1,354	<b>196,645</b>
Repairs	14,925	71	7,710	167	85	66,064	4,037	394	554	<b>94,007</b>
Printing and stationery	2,664	32	1,953	44	35	5,153	695	117	197	<b>10,890</b>
Communication expenses	32,659	432	21,919	536	465	81,784	10,296	1,640	327	<b>150,058</b>
Legal and professional charges	25,000	244	15,268	513	213	50,836	6,024	856	1,390	<b>100,344</b>
Medical fees	1,341	-	8,377	-	-	1,893	4	(29)	49	<b>11,635</b>
Auditors' fees, expenses etc :	-	-	-	-	-	-	-	-	-	-
(a) as auditor	860	11	627	16	13	1,646	246	42	-	<b>3,461</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	31,276	5	10,547	141	48	147,233	8,580	494	-	<b>198,324</b>
Interest and bank charges	3,741	59	3,856	111	25	12,882	1,752	(4)	1,110	<b>23,532</b>
<b>Others</b>	-	-	-	-	-	-	-	-	-	-
Administration support expenses	212,251	-	34,675	1,424	-	1,156,865	17,840	-	-	<b>1,423,055</b>
Business conferences and meetings	59,104	-	11,690	48	21	110,844	3,803	227	1,133	<b>186,870</b>
Information technology cost	37,569	254	26,821	664	270	65,390	5,647	928	865	<b>138,408</b>
Office running expenses	9,753	47	5,389	98	58	43,362	2,954	282	366	<b>62,309</b>
Data entry related expenses	6,706	127	4,988	126	134	13,782	2,669	463	1,186	<b>30,181</b>
Miscellaneous expenses	14,540	(1,125)	47,214	991	446	66,614	14,252	677	433	<b>144,042</b>
Depreciation	17,330	68	5,383	172	65	91,333	2,277	229	812	<b>117,669</b>
Service tax expenses	4,729	109	6,809	(61)	86	(1,982)	1,328	3,686	1,330	<b>16,034</b>
<b>Total</b>	<b>957,822</b>	<b>5,096</b>	<b>385,529</b>	<b>7,825</b>	<b>3,458</b>	<b>3,251,441</b>	<b>175,483</b>	<b>18,092</b>	<b>35,247</b>	<b>4,839,993</b>

**For the quarter ended December 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	348,805	4,828	136,039	3,195	7,825	1,107,511	110,021	14,096	27,078	<b>1,759,398</b>
Travel, conveyance and vehicle running expenses	8,454	44	4,784	112	(3)	56,407	4,568	323	2,802	<b>77,491</b>
Agents training, recruitment and incentives	91,982	-	19,867	223	58	216,649	11,162	579	3	<b>340,523</b>
Rents, rates and taxes	21,253	196	12,438	386	241	117,696	11,070	974	2,549	<b>166,803</b>
Repairs	9,363	89	6,260	175	113	49,549	5,714	488	1,043	<b>72,794</b>
Printing and stationery	2,633	51	1,473	59	58	6,541	1,250	188	(785)	<b>11,468</b>
Communication expenses	33,073	690	22,098	624	816	92,252	19,296	2,666	426	<b>171,941</b>
Legal and professional charges	27,769	284	13,997	596	289	59,289	10,322	1,108	1,950	<b>115,604</b>
Medical fees	506	-	4,474	-	-	2,866	9	(80)	30	<b>7,805</b>
Auditors' fees, expenses etc:	-	-	-	-	-	-	-	-	-	-
(a) as auditor	629	9	367	13	11	1,444	254	36	-	<b>2,763</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	21,557	4	7,251	112	44	84,087	7,583	401	1	<b>121,040</b>
Interest and bank charges	4,342	77	5,156	526	39	23,608	3,051	162	1,670	<b>38,631</b>
<b>Others</b>	-	-	-	-	-	-	-	-	-	-
Administration support expenses	105,191	-	20,767	1,356	-	833,479	9,256	-	-	<b>970,049</b>
Business conferences and meetings	44,205	-	8,710	102	21	99,760	4,216	216	1,332	<b>158,562</b>
Information technology cost	20,484	164	10,409	543	193	48,733	4,505	620	1,212	<b>86,863</b>
Office running expenses	8,943	78	5,457	183	101	38,778	4,406	403	689	<b>59,038</b>
Data entry related expenses	6,667	151	4,711	134	179	16,006	3,917	572	747	<b>33,084</b>
Miscellaneous expenses	7,909	678	39,388	127	590	52,541	(13,141)	324	1,122	<b>89,538</b>
Depreciation	14,170	128	6,422	265	139	82,234	4,150	464	1,672	<b>109,644</b>
Service tax expenses	5,108	124	740	2,379	23	(1,451)	(1,285)	1,922	-	<b>7,560</b>
<b>Total</b>	<b>783,043</b>	<b>7,595</b>	<b>330,808</b>	<b>11,110</b>	<b>10,737</b>	<b>2,987,979</b>	<b>200,324</b>	<b>25,462</b>	<b>43,541</b>	<b>4,400,599</b>

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

For the nine months ended December 31, 2015

(₹ '000)

<b>Particulars</b>	<b>Nine months ended December 31, 2015</b>	<b>Nine months ended December 31, 2014</b>	<b>Quarter ended December 31, 2015</b>	<b>Quarter ended December 31, 2014</b>
Employees' remuneration and welfare benefits	95,049	116,477	28,089	34,265
Travel, conveyance and vehicle running expenses	182	171	45	-
Rent, rates and taxes	1,137	1,503	413	468
Communication expenses	64	34	20	25
Legal and professional charges	1,406	1,279	465	495
Interest and bank charges	394	653	186	235
CSR expenses	163,307	117,500	61,717	-
Information technology cost	962	1,058	323	316
Others	3,673	6,740	790	1,141
Depreciation	370	900	121	168
<b>Total</b>	<b>266,544</b>	<b>246,315</b>	<b>92,169</b>	<b>37,113</b>