

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Consolidated Condensed financial statements

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

For the half year ended September 30, 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 Life	Linked Group Pension	Total
Employees' remuneration and welfare benefits	806,702	4,677	571,066	2,360	66	11,211	29,743	3,041,110	118,596	15,850	22,110	16,172	4,639,663
Travel, conveyance and vehicle running expenses	34,461	111	24,954	279	7	797	1,328	195,841	6,909	848	2,375	1,843	269,753
Agents training, recruitment and incentives	46,605	(838)	58,958	-	-	246	231	127,790	5,672	567	1	-	239,232
Rents, rates and taxes	48,432	868	204,264	70	1	1,053	6,230	267,975	6,897	888	720	491	537,889
Repairs	26,344	1,253	14,344	38	1	511	870	110,176	3,877	491	357	253	158,515
Printing and stationery	6,194	72	7,647	1	-	211	968	14,384	1,223	274	23	9	31,006
Communication expenses	72,516	791	108,272	28	-	2,272	9,404	197,860	14,539	3,070	260	155	409,167
Legal and professional charges	60,564	576	62,924	242	31	1,777	4,420	178,962	10,513	2,004	1,660	933	324,606
Medical fees	1,556	-	72,035	6	-	-	9	3,474	7	-	81	48	77,216
Auditors' fees, expenses etc :													
(a) as auditor	1,658	24	1,974	-	-	61	209	3,822	400	91	-	-	8,239
(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	188,630	2	481,605	-	13	337	470	138,357	2,966	256	1,664	1,530	815,830
Interest and bank charges	11,415	147	12,275	211	6	817	105	55,212	2,980	83	2,666	1,270	87,187
Others													
Administration support expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Business conferences and meetings	118,874	862	27,386	34	-	(64)	1,934	409,751	6,862	775	319	170	566,903
Information technology cost	62,991	327	69,357	36	-	1,766	7,796	213,266	6,548	1,228	287	143	363,745
Office running expenses	17,613	73	14,795	30	1	473	1,126	92,936	3,589	477	291	204	131,608
Data entry related expenses	18,780	369	20,939	110	3	747	1,427	42,136	6,073	1,387	1,236	757	93,964
Miscellaneous expenses	12,394	(128)	15,720	11	1	(153)	548	47,550	(1,030)	1,794	183	(126)	76,764
Depreciation	25,791	84	12,990	48	-	734	824	157,990	2,522	305	523	356	202,167
Service tax/Goods & Service tax expenses	(3,450)	(120)	(7,043)	210	27	32	677	11,750	327	3,077	(2)	1,378	6,863
Total	1,558,070	9,150	1,774,462	3,714	157	22,828	68,319	5,310,342	199,470	33,465	34,754	25,586	9,040,317

For the half year ended September 30, 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	773,534	5,475	604,972	6,455	844	8,167	2,788	2,338,099	134,259	14,715	41,757	3,931,065	
Travel, conveyance and vehicle running expenses	27,544	109	21,944	1,105	116	447	135	146,455	6,914	739	4,823	210,331	
Agents training, recruitment and incentives	128,696	-	63,640	-	-	229	36	263,324	5,485	436	-	461,846	
Rents, rates and taxes	45,117	165	190,345	237	35	712	199	246,506	9,727	1,062	2,807	496,912	
Repairs	22,396	100	17,927	127	13	375	118	111,554	5,588	620	789	159,607	
Printing and stationery	3,924	54	4,875	4	1	107	55	9,035	1,065	200	30	19,350	
Communication expenses	67,151	969	72,139	88	11	1,612	992	181,266	20,438	3,654	607	348,927	
Legal and professional charges	33,981	244	40,998	157	15	787	192	83,819	6,144	857	3,183	170,377	
Medical fees	2,689	-	61,933	18	3	-	-	5,322	9	(19)	61	70,016	
Auditors' fees, expenses etc :													
(a) as auditor	1,709	26	2,051	-	-	46	27	3,803	510	96	-	8,268	
(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	112,387	-	73,066	4,641	519	734	138	524,410	21,558	1,623	25,688	764,764	
Interest and bank charges	8,000	116	10,339	508	79	851	54	37,389	4,244	174	3,420	65,174	
Others													
Administration support expenses	365,779	-	188,654	-	-	3,859	-	2,152,538	18,910	-	-	-	2,729,740
Business conferences and meetings	158,096	-	82,710	125	20	279	50	319,607	7,188	585	831	569,491	
Information technology cost	65,678	568	95,731	202	26	2,020	578	141,632	11,349	2,072	1,219	321,075	
Office running expenses	17,466	84	15,729	96	13	303	100	84,118	4,663	525	548	123,645	
Data entry related expenses	15,615	331	16,187	320	35	386	336	34,340	6,334	1,206	1,736	76,826	
Miscellaneous expenses	6,284	7	23,710	28	5	310	120	34,606	10,684	823	2,064	78,641	
Depreciation	50,701	179	30,952	228	25	697	169	242,130	5,200	614	1,813	332,708	
Service tax expenses	(184)	(198)	355	162	162	(55)	(52)	4,863	(361)	6,178	3,540	14,248	
Total	1,906,563	8,229	1,618,257	14,501	1,760	21,866	6,035	6,964,816	279,908	36,160	94,916	10,953,011	

As required by IRDAI circular IRDA/F&I/REG/CIR/208/10/2016 dated October 25, 2016, Linked Group segment has been bifurcated into Linked Group Life and Linked Group Pension from FY2017-18 onwards.

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 September 30, 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	Linked Group Pension	Total
Employees' remuneration and welfare benefits	479,722	3,033	259,828	498	24	5,036	19,736	1,544,878	55,783	7,752	17,274	5,699	2,399,263
Travel, conveyance and vehicle running expenses	22,608	61	12,179	52	1	415	921	102,660	3,475	454	1,790	550	145,166
Agents training, recruitment and incentives	36,983	(838)	51,680	-	-	233	113	89,860	4,083	403	-	-	182,518
Rents, rates and taxes	29,629	434	87,596	16	-	514	4,307	131,601	3,415	453	571	177	258,713
Repairs	15,100	642	6,763	8	-	235	614	51,524	1,806	244	282	86	77,324
Printing and stationery	3,327	29	3,579	-	-	92	659	6,356	473	109	21	6	14,851
Communication expenses	43,953	360	41,915	-	-	1,168	7,466	100,955	6,441	1,401	259	81	204,005
Legal and professional charges	31,299	299	26,046	107	16	894	3,169	83,456	4,897	987	928	397	152,495
Medical fees	873	-	34,983	2	-	-	7	1,493	3	4	64	19	37,448
Auditors' fees, expenses etc :													
(a) as auditor	895	12	932	-	-	29	143	1,767	187	44	-	-	4,009
(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	97,064	2	413,552	-	-	203	292	69,513	1,644	159	-	-	582,429
Interest and bank charges	7,139	90	6,918	61	3	410	66	31,358	1,419	52	2,185	559	50,260
Others													
Administration support expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Business conferences and meetings	76,499	862	(1,213)	11	-	(156)	1,339	259,960	4,827	584	308	85	343,106
Information technology cost	38,526	171	34,230	10	-	867	6,884	97,803	3,126	642	335	99	182,693
Office running expenses	10,751	37	7,002	7	1	220	791	44,245	1,664	235	230	72	65,255
Data entry related expenses	9,226	171	9,484	30	1	356	926	18,849	2,718	642	1,034	303	43,740
Miscellaneous expenses	11,612	19	10,168	2	1	(175)	355	41,274	1,099	511	730	(262)	65,334
Depreciation	16,433	39	5,848	12	-	340	546	74,985	1,100	147	413	133	99,996
Service tax/Goods & Service tax expenses	1,846	36	5,477	210	27	15	187	2,410	84	1,920	-	(193)	12,019
Total	933,485	5,459	1,016,987	1,032	74	10,696	48,521	2,754,947	98,244	16,743	26,425	7,811	4,920,424

For the quarter ended September 30, 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	363,713	664	265,440	3,933	844	3,998	1,265	1,287,511	66,482	7,078	30,836	2,031,764	
Travel, conveyance and vehicle running expenses	12,360	53	10,275	568	116	241	69	83,908	3,634	396	2,678	114,298	
Agents training, recruitment and incentives	54,726	-	26,588	-	-	110	20	134,419	2,950	238	-	219,051	
Rents, rates and taxes	17,425	78	72,040	104	35	387	94	129,511	4,228	551	1,777	226,230	
Repairs	8,694	46	7,316	63	13	183	54	59,467	2,653	300	398	79,187	
Printing and stationery	2,198	33	2,755	4	1	56	33	5,551	633	121	21	11,406	
Communication expenses	30,774	452	34,588	53	11	735	455	96,450	9,386	1,711	319	174,934	
Legal and professional charges	11,792	44	12,253	78	15	281	15	39,058	1,503	135	1,576	66,750	
Medical fees	1,567	-	34,464	6	3	-	-	3,669	5	(8)	59	39,765	
Auditors' fees, expenses etc:													
(a) as auditor	842	13	1,024	-	-	21	14	2,070	258	49	-	4,291	
(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	42,709	-	28,005	2,278	519	444	71	280,397	10,699	848	13,363	379,333	
Interest and bank charges	3,944	42	5,115	259	79	412	24	18,285	1,938	41	1,546	31,685	
Others													
Administration support expenses	135,238	-	53,816	-	-	2,471	-	1,167,040	9,101	-	-	-	1,367,666
Business conferences and meetings	62,424	-	31,432	59	20	126	25	168,989	3,694	309	479	267,557	
Information technology cost	26,031	248	38,590	60	26	686	249	68,348	4,819	903	501	140,461	
Office running expenses	6,942	40	6,418	45	13	148	47	44,334	2,186	255	283	60,711	
Data entry related expenses	6,848	139	7,440	143	35	167	139	16,110	2,579	505	865	34,970	
Miscellaneous expenses	3,475	(87)	12,126	13	5	309	26	18,450	3,942	317	455	39,031	
Depreciation	13,223	68	8,473	110	25	320	63	102,221	1,838	231	656	127,228	
Service tax expenses	3,784	44	4,410	-	-	(4)	(65)	3,273	(42)	3,418	1,697	16,515	
Total	808,709	1,877	662,568	7,776	1,760	11,091	2,598	3,729,061	132,486	17,398	57,509	5,432,833	

As required by IRDAI circular IRDA/F&I/REG/CIR/208/10/2016 dated October 25, 2016, Linked Group segment has been bifurcated into Linked Group Life and Linked Group Pension from FY2017-18 onwards.

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 half year ended September 30, 2017 (₹ '000)

Particulars	Half Year ended September 30, 2017	Half Year ended September 30, 2016	Quarter ended September 30, 2017	Quarter ended September 30, 2016
Employees' remuneration and welfare benefits	55,175	72,795	27,575	43,717
Travel, conveyance and vehicle running expenses	309	81	267	21
Rent, rates and taxes	7,132	935	(1,039)	485
Communication expenses	(158)	49	36	25
Legal and professional charges	6,016	4,117	4,122	3,612
Interest and bank charges	766	518	332	282
CSR expenses	106,627	100,653	54,942	52,648
Information technology cost	499	657	159	330
Others	16,562	2,750	8,280	1,320
Depreciation	231	256	115	118
Total	193,159	182,811	94,789	102,558