

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, 2018

(₹ '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	1,466,206	7,152	1,225,335	3,091	94	29,371	66,729	6,528,150	215,930	30,904	47,798	32,271	9,653,031
Travel, conveyance and vehicle running expenses	71,730	229	60,245	363	9	2,674	3,361	462,278	13,905	1,857	5,784	3,603	626,038
Agents training, recruitment and incentives	107,647	(838)	90,497	-	-	366	726	267,269	7,073	720	2	1	473,463
Rents, rates and taxes	91,508	1,735	533,648	90	2	2,697	15,553	561,844	12,851	1,786	1,373	888	1,223,975
Repairs	49,192	2,432	33,336	48	1	1,423	2,516	227,908	7,262	1,032	696	444	326,290
Printing and stationery	12,245	125	17,271	3	-	463	2,281	29,348	2,043	481	103	125	64,488
Communication expenses	160,660	1,932	226,269	37	-	5,942	22,173	445,000	32,710	7,594	535	334	903,186
Legal and professional charges	117,298	1,151	133,558	456	59	3,925	9,576	365,299	19,867	4,044	4,153	1,882	661,268
Medical fees	3,175	-	200,705	7	-	-	21	7,347	16	-	165	94	211,530
Auditors' fees, expenses etc :													
(a) as auditor	3,224	46	4,067	-	-	125	457	7,435	733	176	-	-	16,263
(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	484,248	7	1,429,250	-	16	3,886	1,973	589,912	8,504	722	2,467	1,901	2,522,886
Interest and bank charges	25,188	282	25,652	244	9	3,019	282	132,984	5,478	275	5,663	1,863	199,839
Others													
Administration support expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Business conferences and meetings	240,866	862	124,698	37	1	892	4,457	1,109,343	14,923	1,749	443	213	1,498,484
Information technology cost	133,035	729	165,583	37	-	4,508	21,771	458,678	13,412	2,785	534	230	801,302
Office running expenses	31,661	137	29,604	36	1	1,134	2,465	177,521	6,142	890	529	340	250,460
Data entry related expenses	39,730	726	49,140	135	4	1,694	4,015	89,759	11,401	2,770	2,538	1,760	203,672
Miscellaneous expenses	17,101	(198)	25,934	17	1	562	959	92,241	(704)	2,269	48	(479)	137,751
Depreciation	50,378	180	30,448	65	1	2,084	2,052	343,759	5,287	739	1,081	686	436,760
Service tax/Goods & Service tax expenses	7,311	95	59,231	666	410	97	852	14,031	492	4,065	(2)	1,378	88,626
Total	3,112,403	16,784	4,464,471	5,332	608	64,862	162,219	11,910,106	377,325	64,858	72,810	47,534	20,299,312

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	1,420,384	9,580	1,138,047	7,445	951	15,221	5,313	5,111,449	256,786	29,253	85,794	8,080,223	
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	319,460	-	170,297	7	-	382	120	784,617	16,655	1,434	-	1,292,973	
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, 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	288,878	-	161,008	186	26	354	106	735,075	14,907	1,273	2,603	1,204,416	
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	
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)	(204)	6,689	(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	

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 financial statements

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

For the quarter ended March 31, 2018

(₹ '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	311,134	1,130	352,562	571	3	12,903	17,231	1,804,688	45,473	7,169	11,751	7,549	2,572,164
Travel, conveyance and vehicle running expenses	19,307	51	20,487	72	-	1,486	1,140	144,435	3,508	499	2,040	925	193,950
Agents training, recruitment and incentives	29,247	-	15,789	-	-	66	131	47,145	526	60	-	-	92,964
Rents, rates and taxes	19,172	430	195,090	14	-	1,201	5,192	143,397	2,700	430	263	174	368,063
Repairs	9,338	502	10,639	7	-	693	828	61,765	1,740	285	166	93	86,656
Printing and stationery	3,563	33	6,366	2	-	184	791	9,089	498	130	66	106	20,828
Communication expenses	45,256	649	66,923	5	-	2,350	6,191	128,513	10,023	2,603	118	83	262,714
Legal and professional charges	30,761	331	41,314	116	14	1,330	3,090	97,549	4,978	1,117	1,687	529	182,816
Medical fees	798	-	87,458	1	-	-	5	2,098	-	-	42	19	90,426
Auditors' fees	750	11	1,109	-	-	36	122	1,781	158	42	-	-	4,009
Auditors' fees, expenses etc :													
(a) as auditor	750	11	1,109	-	-	36	122	1,781	158	42	-	-	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	173,671	-	699,394	5	-	3,407	1,173	347,660	4,004	300	312	38	1,229,964
Interest and bank charges	6,754	75	6,663	22	1	1,850	119	41,353	1,125	108	911	157	59,138
Others													
Administration support expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Business conferences and meetings	40,170	-	40,204	2	-	791	1,076	256,158	2,409	309	82	21	341,222
Information technology cost	32,334	190	51,482	1	-	1,820	6,614	121,144	3,201	752	179	45	217,762
Office running expenses	6,826	32	8,164	5	-	493	692	42,368	1,229	207	109	60	60,185
Data entry related expenses	11,323	174	16,929	16	-	561	1,628	26,419	2,564	689	389	454	61,146
Miscellaneous expenses	1,776	(2)	5,358	2	-	638	310	20,328	(3,573)	156	(608)	974	25,359
Unit fund expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation	12,284	47	10,570	12	-	1,032	681	94,933	1,691	262	270	156	121,938
Service tax/Goods & Service tax expenses	5,651	101	49,428	215	195	54	6	280	139	123	-	-	56,182
Total	760,715	3,754	1,685,929	1,068	203	30,895	47,020	3,391,103	82,397	15,242	17,777	11,383	6,047,486

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	324,990	1,755	262,453	538	59	3,426	1,186	1,359,275	57,647	6,924	20,183	2,038,436	
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	139,174	-	80,075	-	-	90	55	385,774	7,304	663	1	613,136	
Rents, rates and taxes	19,530	450	124,738	17	-	350	88	148,258	4,138	479	746	298,796	
Repairs	11,762	567	8,589	10	2	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	959	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	106,716	-	60,519	9	-	62	36	283,521	4,852	437	587	456,741	
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	

As required by IRDAI circular IRDA/F61/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 financial statements****SCHEDULE - 3A
EXPENSES OTHER THAN THOSE DIRECTLY RELATED TO THE INSURANCE BUSINESS**

(₹ '000)

Particulars	Year ended March 31, 2018	Year ended March 31, 2017	Quarter ended March 31, 2018	Quarter ended March 31, 2017
Employees' remuneration and welfare benefits	123,910	126,958	31,423	29,816
Travel, conveyance and vehicle running expenses	394	223	68	43
Rent, rates and taxes	19,007	23,822	5,428	12,218
Printing and stationery	38	-	38	(600)
Communication expenses	355	1,899	213	1,021
Legal and professional charges	7,293	9,316	423	895
Interest and bank charges	1,655	965	495	239
CSR expenses	230,523	218,842	74,674	73,990
Information technology cost	1,738	1,205	259	366
Others	34,560	25,555	11,549	10,520
Depreciation	283	495	20	118
Total	419,756	409,280	124,590	128,626