

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Consolidated Condensed financial statements

SCHEDULE - 3
OPERATING EXPENSES RELATED TO INSURANCE BUSINESS
For the quarter ended June 30, 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 | 369,158 | 1,354 | 396,582 | 387 | 4 | 15,676 | 19,025 | 1,740,132 | 47,158 | 7,847 | 8,227 | 9,747 | 2,615,297 |
| Travel, conveyance and vehicle running expenses | 18,785 | 58 | 18,480 | 34 | - | 1,283 | 927 | 125,432 | 3,041 | 478 | 559 | 795 | 169,872 |
| Agents training, recruitment and incentives | 22,194 | - | 14,326 | - | - | 94 | 181 | 38,863 | 374 | 50 | - | - | 76,082 |
| Rents, rates and taxes | 19,368 | 417 | 134,150 | 8 | - | 1,188 | 3,542 | 131,957 | 2,297 | 358 | 203 | 256 | 293,744 |
| Repairs | 9,709 | 597 | 9,094 | 5 | - | 625 | 579 | 55,452 | 1,333 | 218 | 98 | 131 | 77,841 |
| Printing and stationery | 5,055 | 49 | 9,578 | - | - | 361 | 962 | 12,438 | 708 | 197 | 4 | - | 29,342 |
| Communication expenses | 42,705 | 411 | 69,701 | 3 | - | 2,851 | 6,578 | 125,541 | 6,498 | 1,732 | 93 | 117 | 256,230 |
| Legal and professional charges | 26,825 | 161 | 263,383 | 47 | - | 1,555 | 2,288 | 94,563 | 3,615 | 820 | 847 | 674 | 394,778 |
| Medical fees | 779 | - | 68,972 | 1 | - | - | - | 1,605 | - | 5 | 28 | 37 | 71,427 |
| Auditors' fees, expenses etc : | | | | | | | | | | | | | |
| (a) as auditor | 777 | 10 | 1,171 | - | - | 49 | 117 | 1,817 | 152 | 43 | - | - | 4,136 |
| (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 | 140,545 | - | 827,789 | 437 | - | 892 | 363 | 125,805 | 1,573 | 173 | 9,658 | 12,011 | 1,119,246 |
| Interest and bank charges | 5,552 | 67 | 6,330 | 18 | 1 | 1,478 | 68 | 31,770 | 1,396 | 91 | 741 | 821 | 48,333 |
| Others | | | | | | | | | | | | | |
| Administration support expenses | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Business conferences and meetings | 52,045 | - | 45,666 | - | - | 1,132 | 1,007 | 293,504 | 2,547 | 348 | 9 | 23 | 396,281 |
| Information technology cost | 37,358 | 206 | 61,427 | - | - | 2,721 | 6,936 | 129,425 | 4,150 | 965 | - | - | 243,188 |
| Office running expenses | 6,714 | 21 | 6,434 | 5 | - | 461 | 318 | 44,567 | 1,110 | 174 | 81 | 109 | 59,994 |
| Data entry related expenses | 12,524 | 203 | 18,314 | 18 | - | 733 | 1,575 | 28,136 | 2,923 | 832 | 406 | 585 | 66,249 |
| Miscellaneous expenses | 1,715 | 2 | 26,114 | 1 | - | (446) | 22 | 33,256 | (1,350) | 654 | (1,242) | 1,354 | 60,800 |
| Depreciation | 13,622 | 39 | 11,617 | 7 | - | 972 | 571 | 94,621 | 1,922 | 289 | 185 | 227 | 124,072 |
| Goods & Service tax expenses | (29,894) | (281) | (124,913) | 197 | 179 | (8) | (783) | 1,248 | 23 | 36 | - | - | (154,196) |
| Total | 755,536 | 3,314 | 1,864,215 | 1,168 | 184 | 31,607 | 44,276 | 3,110,132 | 79,470 | 15,310 | 19,897 | 26,887 | 5,951,996 |

For the quarter ended June 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 | 326,980 | 1,644 | 311,238 | 1,862 | 42 | 6,175 | 10,007 | 1,496,232 | 62,813 | 8,098 | 4,836 | 10,473 | 2,240,400 |
| Travel, conveyance and vehicle running expenses | 11,853 | 50 | 12,775 | 227 | 6 | 382 | 407 | 93,181 | 3,434 | 394 | 585 | 1,293 | 124,587 |
| Agents training, recruitment and incentives | 9,622 | - | 7,278 | - | - | 13 | 118 | 37,930 | 1,589 | 164 | - | - | 56,714 |
| Rents, rates and taxes | 18,803 | 434 | 116,668 | 54 | 1 | 539 | 1,923 | 136,374 | 3,482 | 435 | 149 | 314 | 279,176 |
| Repairs | 11,244 | 611 | 7,561 | 30 | 1 | 276 | 256 | 58,652 | 2,071 | 247 | 75 | 167 | 81,191 |
| Printing and stationery | 2,867 | 43 | 4,068 | 1 | - | 119 | 309 | 8,028 | 750 | 165 | 2 | 3 | 16,355 |
| Communication expenses | 28,563 | 431 | 66,357 | 22 | - | 1,104 | 1,938 | 96,905 | 8,098 | 1,669 | 1 | 74 | 205,162 |
| Legal and professional charges | 29,265 | 277 | 36,878 | 135 | 15 | 883 | 1,251 | 95,506 | 5,616 | 1,017 | 732 | 536 | 172,111 |
| Medical fees | 683 | - | 37,052 | 4 | - | 2 | 2 | 1,981 | 4 | (4) | 17 | 29 | 39,768 |
| Auditors' fees | 763 | 12 | 1,042 | - | - | 32 | 66 | 2,055 | 213 | 47 | - | - | 4,230 |
| Auditors' fees, expenses etc : | | | | | | | | | | | | | |
| (a) as auditor | 763 | 12 | 1,042 | - | - | 32 | 66 | 2,055 | 213 | 47 | - | - | 4,230 |
| (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 | 91,566 | - | 68,053 | - | 13 | 134 | 178 | 68,844 | 1,322 | 97 | 1,664 | 1,530 | 233,401 |
| Interest and bank charges | 4,276 | 57 | 5,357 | 150 | 3 | 407 | 39 | 23,854 | 1,561 | 31 | 481 | 711 | 36,927 |
| Others | | | | | | | | | | | | | |
| Administration support expenses | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Business conferences and meetings | 42,375 | - | 28,599 | 23 | - | 92 | 595 | 149,791 | 2,035 | 191 | 11 | 85 | 223,797 |
| Information technology cost | 24,465 | 156 | 35,127 | 26 | - | 899 | 912 | 115,463 | 3,422 | 586 | (48) | 44 | 181,052 |
| Office running expenses | 6,862 | 36 | 7,793 | 23 | - | 253 | 335 | 48,691 | 1,925 | 242 | 61 | 132 | 66,353 |
| Data entry related expenses | 9,554 | 198 | 11,455 | 80 | 2 | 391 | 501 | 23,287 | 3,355 | 745 | 202 | 454 | 50,224 |
| Miscellaneous expenses | 782 | (147) | 5,552 | 9 | - | 22 | 193 | 6,276 | (2,129) | 1,283 | (547) | 136 | 11,430 |
| Depreciation | 9,358 | 45 | 7,142 | 36 | - | 394 | 278 | 83,005 | 1,422 | 158 | 110 | 223 | 102,171 |
| Service tax expenses | (5,296) | (156) | (12,520) | - | - | 17 | 490 | 9,340 | 243 | 1,157 | (2) | 1,571 | (5,156) |
| Total | 624,585 | 3,691 | 757,475 | 2,682 | 83 | 12,132 | 19,798 | 2,555,395 | 101,226 | 16,722 | 8,329 | 17,775 | 4,119,893 |

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 quarter ended June 30, 2018 (₹ '000)

| Particulars | Quarter ended June 30, 2018 | Quarter ended June 30, 2017 |
|---|--------------------------------|--------------------------------|
| Employees' remuneration and welfare benefits | 45,633 | 27,600 |
| Travel, conveyance and vehicle running expenses | 57 | 42 |
| Rent, rates and taxes | 5,171 | 8,171 |
| Printing and stationery | - | - |
| Communication expenses | 20 | (194) |
| Legal and professional charges | 443 | 1,894 |
| Interest and bank charges | 462 | 434 |
| CSR expenses | 51,519 | 51,685 |
| Information technology cost | 394 | 340 |
| Others | 4,573 | 8,282 |
| Depreciation | 16 | 116 |
| Total | 108,288 | 98,370 |