

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, 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	657,814	2,602	789,916	1,652	8	25,533	31,853	3,538,215	95,043	16,665	18,561	15,234	5,193,096
Travel, conveyance and vehicle running expenses	35,931	126	42,604	181	-	2,313	1,741	270,807	6,725	1,140	1,589	1,319	364,476
Agents training, recruitment and incentives	60,610	-	47,385	-	-	221	640	217,590	1,884	273	(1)	1	328,603
Rents, rates and taxes	34,861	833	326,966	34	-	2,090	6,415	277,854	4,754	797	434	381	655,419
Repairs	17,895	1,042	19,302	20	-	1,114	1,009	118,433	2,715	476	224	196	162,426
Printing and stationery	7,217	72	13,080	-	-	500	1,261	18,800	1,057	299	1,420	(16)	43,690
Communication expenses	75,923	759	138,904	18	-	5,058	11,002	253,117	11,729	3,216	215	181	500,122
Legal and professional charges	59,215	374	399,902	114	-	2,790	4,015	196,895	7,443	1,736	1,758	1,228	675,470
Medical fees	1,157	-	108,674	5	-	1	3,022	5	5	65	58	-	112,992
Auditors' fees, expenses etc :													
(a) as auditor	1,803	26	2,984	-	-	112	239	4,707	362	106	-	-	10,339
(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	268,787	-	1,838,462	1,785	-	1,059	599	239,151	5,805	815	20,850	17,700	2,395,013
Interest and bank charges	12,759	118	14,791	143	2	2,456	150	68,338	2,522	173	2,069	1,365	104,886
<b>Others</b>													
Administration support expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Business conferences and meetings	114,326	-	119,431	60	-	1,486	2,149	801,159	7,460	1,085	644	269	1,048,069
Information technology cost	63,744	380	117,370	11	-	4,568	10,652	255,865	7,626	1,827	35	(14)	462,064
Office running expenses	13,136	47	15,696	15	-	864	722	95,395	2,376	410	182	162	129,005
Data entry related expenses	23,036	360	38,073	85	-	1,387	2,812	57,164	5,061	1,476	925	848	131,227
Miscellaneous expenses	2,459	(234)	17,683	3	-	(462)	57	53,817	6,260	882	1,341	(1,420)	80,386
Depreciation	24,309	76	22,707	36	-	1,792	1,004	200,179	3,136	521	400	337	254,497
Goods & Service tax expenses	(27,185)	(242)	(97,765)	429	348	146	(502)	9,005	557	243	-	-	(114,966)
<b>Total</b>	<b>1,447,797</b>	<b>6,339</b>	<b>3,976,165</b>	<b>4,591</b>	<b>358</b>	<b>53,028</b>	<b>75,818</b>	<b>6,679,513</b>	<b>172,520</b>	<b>32,145</b>	<b>50,711</b>	<b>37,829</b>	<b>12,536,814</b>

**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
<b>Others</b>													
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
<b>Total</b>	<b>1,558,070</b>	<b>9,150</b>	<b>1,774,462</b>	<b>3,714</b>	<b>157</b>	<b>22,828</b>	<b>68,319</b>	<b>5,310,342</b>	<b>199,470</b>	<b>33,465</b>	<b>34,754</b>	<b>25,586</b>	<b>9,040,317</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 September 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	288,656	1,248	393,334	1,265	4	9,857	12,828	1,798,083	47,885	8,818	10,334	5,487	2,577,799
Travel, conveyance and vehicle running expenses	17,146	68	24,124	147	-	1,030	814	145,375	3,684	662	1,030	524	194,604
Agents training, recruitment and incentives	38,416	-	33,059	-	-	127	459	178,727	1,510	223	(1)	1	252,521
Rents, rates and taxes	15,493	416	192,816	26	-	902	2,873	145,897	2,457	439	231	125	361,675
Repairs	8,186	445	10,208	15	-	489	430	62,981	1,382	258	126	65	84,585
Printing and stationery	2,162	23	3,502	-	-	149	299	6,362	349	102	1,416	(16)	14,348
Communication expenses	33,218	348	69,203	15	-	2,207	4,424	127,576	5,231	1,484	122	64	243,892
Legal and professional charges	32,390	213	136,519	67	-	1,235	1,727	102,332	3,828	916	911	554	280,692
Medical fees	378	-	39,702	4	-	1	-	1,417	5	-	37	21	41,565
Auditors' fees	1,026	16	1,813	-	-	63	122	2,890	210	63	-	-	6,203
Auditors' fees, expenses etc :	-	-	-	-	-	-	-	-	-	-	-	-	-
(a) as auditor	1,026	16	1,813	-	-	63	122	2,890	210	63	-	-	6,203
(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	128,242	-	1,010,673	1,348	-	167	236	113,346	4,232	642	11,192	5,689	1,275,767
Interest and bank charges	7,207	51	8,461	125	1	978	82	36,568	1,126	82	1,328	544	56,553
<b>Others</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
Administration support expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Business conferences and meetings	62,281	-	73,765	60	-	354	1,142	507,655	4,913	737	635	246	651,788
Information technology cost	26,386	174	55,943	11	-	1,847	3,716	126,440	3,476	862	35	(14)	218,876
Office running expenses	6,422	26	9,262	10	-	403	404	50,828	1,266	236	101	53	69,011
Data entry related expenses	10,512	157	19,759	67	-	654	1,237	29,028	2,138	644	519	263	64,978
Miscellaneous expenses	744	(236)	(8,431)	2	-	(16)	35	20,561	7,610	228	2,583	(2,774)	20,306
Depreciation	10,687	37	11,090	29	-	820	433	105,558	1,214	232	215	110	130,425
Service tax/Goods & Service tax expenses	2,709	39	27,148	232	169	154	281	7,757	534	207	-	-	39,230
<b>Total</b>	<b>692,261</b>	<b>3,025</b>	<b>2,111,950</b>	<b>3,423</b>	<b>174</b>	<b>21,421</b>	<b>31,542</b>	<b>3,569,381</b>	<b>93,050</b>	<b>16,835</b>	<b>30,814</b>	<b>10,942</b>	<b>6,584,818</b>

**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 Life	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	1	-	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	6,783	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	14,651
Communication expenses	43,953	360	41,915	6	-	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	895	12	932	-	-	29	143	1,767	187	44	-	-	4,009
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
<b>Others</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
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	-	(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
<b>Total</b>	<b>933,485</b>	<b>5,459</b>	<b>1,016,987</b>	<b>1,032</b>	<b>74</b>	<b>10,696</b>	<b>48,521</b>	<b>2,754,947</b>	<b>98,244</b>	<b>16,743</b>	<b>26,425</b>	<b>7,811</b>	<b>4,920,424</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 half year ended September 30, 2018				(₹ '000)
Particulars	Half Year ended September 30, 2018	Half Year ended September 30, 2017	Quarter ended September 30, 2018	Quarter ended September 30, 2017
Employees' remuneration and welfare benefits	68,908	55,175	23,275	27,575
Travel, conveyance and vehicle running expenses	128	309	71	267
Rent, rates and taxes	10,113	7,132	4,942	(1,039)
Communication expenses	752	(158)	732	36
Legal and professional charges	2,181	6,016	1,738	4,122
Interest and bank charges	333	766	(129)	332
CSR expenses	108,108	106,627	56,589	54,942
Information technology cost	1,174	499	780	159
Others	13,950	16,562	9,377	8,280
Depreciation	31	231	15	115
<b>Total</b>	<b>205,678</b>	<b>193,159</b>	<b>97,390</b>	<b>94,789</b>