

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, 2012

(₹ '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	633,117	21,312	2,120,518	7,865	33,332	3,621,317	922,717	218,734	71,492	7,650,404
Travel, conveyance and vehicle running expenses	18,170	426	80,682	197	943	134,582	30,671	8,216	11,411	285,298
Agents training, recruitment and incentives	95,777	1,270	541,547	975	1,676	1,097,045	77,014	28,047	-	1,843,351
Rents, rates and taxes	132,927	1,761	385,857	1,125	6,611	625,744	128,614	52,608	8,224	1,343,471
Repairs	27,042	435	76,986	270	1,329	143,288	39,856	11,485	2,147	302,838
Printing and stationery	8,203	327	946	9	1,071	22,896	15,694	2,274	128	51,548
Communication expenses	65,990	1,909	147,787	318	6,060	274,923	104,339	18,822	1,562	621,710
Legal and professional charges	48,036	1,209	111,330	225	4,045	192,193	56,946	11,296	1,609	426,889
Medical fees	9,107	46	47,164	21	1,273	30,340	3,092	13,205	-	104,248
Auditors' fees	1,965	28	4,405	11	105	5,662	1,254	480	1	13,911
Auditors' fees, expenses etc :										
(a) as auditor	1,959	28	4,392	11	104	5,644	1,250	478	1	13,867
(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)	6	-	13	-	1	18	4	2	-	44
Advertisement and publicity	51,736	1,703	308,818	324	1,279	652,478	102,730	21,504	520	1,141,092
Interest and bank charges	6,885	603	19,832	4,108	356	66,475	43,698	1,893	14,142	157,992
Service tax on premium absorbed	-	-	-	-	-	-	-	-	-	-
Information technology cost	42,754	890	84,632	313	3,364	130,666	39,961	10,188	382	313,150
Administration support expenses	62,512	475	581,261	586	456	614,515	47,773	18,978	-	1,326,556
Office running expenses	41,678	702	110,695	378	2,395	193,416	56,100	15,256	2,097	422,717
Data entry related expenses	28,832	938	55,060	97	2,871	110,594	46,520	6,556	239	251,707
Unit fund expenses	-	-	-	-	-	1,246,841	863,307	100,497	68,381	2,279,026
Others	41,700	1,389	272,379	20,961	2,537	457,978	167,984	11,521	5,715	982,164
Depreciation	51,005	564	165,352	484	1,905	281,493	29,308	21,547	4,095	555,753
Total	1,367,438	38,967	5,118,281	38,267	71,808	9,902,446	2,777,878	873,107	192,148	20,073,828

For the year ended March 31, 2011

(₹ '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	433,766	3,691	877,749	17,962	66,219	3,794,692	3,150,990	222,515	72,506	8,640,090
Travel, conveyance and vehicle running expenses	26,536	336	57,234	734	2,768	170,505	130,692	12,446	16,207	417,458
Agents training, recruitment and incentives	80,482	362	197,161	2,051	2,820	622,525	699,216	26,232	-	1,630,849
Rents, rates and taxes	65,018	442	200,875	4,532	19,419	811,740	534,689	83,449	7,225	1,727,389
Repairs	27,866	125	91,820	1,303	5,961	269,872	146,650	28,261	2,012	573,870
Printing and stationery	44,329	408	49,956	767	1,300	81,932	23,160	2,885	29,459	234,196
Communication expenses	55,988	811	35,345	541	13,450	484,088	318,218	23,931	1,200	933,572
Legal and professional charges	43,406	892	48,511	179	2,646	225,659	279,731	8,952	2,213	612,189
Medical fees	10,121	46	21,289	18	2,093	31,337	5,668	8,268	-	78,840
Auditors' fees	1,417	27	1,279	4	129	4,971	3,034	242	-	11,103
Auditors' fees, expenses etc :										
(a) as auditor	1,387	26	1,252	4	126	4,867	2,970	237	-	10,869
(b) as advisor or in any other capacity, in respect of										
(i) Taxation matters	30	1	27	-	3	104	64	5	-	234
(ii) Insurance matters	-	-	-	-	-	-	-	-	-	-
(iii) Management Services; and	-	-	-	-	-	-	-	-	-	-
(c) in any other capacity	-	-	-	-	-	-	-	-	-	-
Advertisement and publicity	42,592	203	152,532	1,327	1,976	434,646	217,845	17,938	733	869,792
Interest and bank charges	9,924	57	6,438	1,467	384	100,028	76,846	2,946	44,877	242,967
Service tax on premium absorbed	-	-	-	-	-	-	-	-	-	-
Information technology cost	29,469	832	36,063	192	2,920	127,384	67,121	5,735	5	269,721
Administration support expenses	85,999	382	127,350	750	2,654	544,239	1,066,070	17,188	-	1,844,632
Office running expenses	23,533	105	69,858	1,160	5,825	225,349	134,984	22,121	1,908	484,843
Data entry related expenses	18,107	411	20,485	100	2,728	119,942	80,810	4,782	256	247,621
Unit fund expenses	-	-	-	-	-	1,005,486	737,758	61,803	224,067	2,029,114
Others	16,811	388	84,807	735	10,272	157,427	10,023	15,699	3,036	299,198
Depreciation	35,264	156	99,720	1,946	8,580	325,443	216,655	35,893	2,847	726,504
Total	1,050,628	9,674	2,178,472	35,768	152,144	9,537,265	7,900,160	601,286	408,551	21,873,948

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

For the period January 1, 2012 to March 31, 2012

(₹ '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	176,155	6,803	530,153	2,402	6,302	1,062,981	246,754	77,061	19,410	2,128,021
Travel, conveyance and vehicle running expenses	5,164	171	25,973	54	268	49,448	12,920	2,732	4,075	100,805
Agents training, recruitment and incentives	17,657	373	149,179	484	528	416,264	20,573	3,707	-	608,765
Rents, rates and taxes	36,612	641	91,368	322	1,692	159,765	41,856	12,505	1,840	346,601
Repairs	9,060	193	22,001	94	438	47,254	13,902	3,518	654	97,114
Printing and stationery	(380)	81	(2,721)	(22)	312	9,300	4,888	(64)	91	11,485
Communication expenses	19,415	682	33,895	91	1,960	85,644	36,578	5,136	505	183,906
Legal and professional charges	21,893	570	47,848	141	1,929	88,799	26,997	4,866	582	193,625
Medical fees	1,648	26	6,721	3	373	9,029	3	4,266	-	22,069
Auditors' fees	580	7	1,275	6	31	1,757	375	138	-	4,169
Auditors' fees, expenses etc :										
(a) as auditor	574	7	1,262	6	30	1,739	371	136	-	4,125
(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	6	-	13	-	1	18	4	2	-	44
Advertisement and publicity	20,196	886	108,523	133	474	287,624	50,391	7,433	79	475,739
Interest and bank charges	1,534	225	3,206	608	47	16,161	11,346	510	5,852	39,489
Service tax on premium absorbed	-	-	-	-	-	-	-	-	-	-
Information technology cost	22,106	455	41,798	206	1,611	71,114	21,757	4,873	-	163,920
Administration support expenses	11,844	120	133,976	169	105	136,622	143	3,635	-	286,614
Office running expenses	16,217	328	35,780	149	957	68,087	20,505	4,826	600	147,449
Data entry related expenses	9,877	-	16,018	39	1,007	35,821	16,125	2,085	45	81,345
Unit fund expenses	-	-	-	-	-	455,495	296,898	33,343	34,923	820,659
Others	8,843	(20)	140,957	(567)	989	188,753	112,032	4,026	(30,714)	424,299
Depreciation	12,646	174	42,498	180	470	82,245	4,760	5,368	1,209	149,550
Total	391,067	12,043	1,428,448	4,492	19,493	3,272,163	938,803	179,964	39,151	6,288,624

For the period January 1, 2011 to March 31, 2011

(₹ '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	(59,056)	(4,269)	517,339	4,787	13,241	1,298,436	94,474	73,257	21,730	1,959,939
Travel, conveyance and vehicle running expenses	10,335	118	41,600	354	468	77,233	5,569	4,688	6,908	147,273
Agents training, recruitment and incentives	42,176	166	150,424	1,122	588	274,135	(1,287)	12,987	-	480,311
Rents, rates and taxes	(21,487)	(912)	136,821	1,288	2,248	348,286	22,738	35,553	2,620	527,155
Repairs	2,411	(263)	74,833	628	1,250	153,812	12,307	16,172	1,056	262,206
Printing and stationery	37,892	127	27,299	754	277	49,874	3,238	1,679	(1,849)	119,291
Communication expenses	11,536	(1,061)	10,801	(9)	5,119	241,300	106,565	10,300	335	384,886
Legal and professional charges	17,151	399	31,117	48	1,236	54,198	25,255	3,543	644	133,591
Medical fees	3,177	12	9,918	11	514	11,821	8	3,544	-	29,005
Auditors' fees	353	6	710	2	22	1,387	306	88	-	2,874
Auditors' fees, expenses etc:										
(a) as auditor	353	6	683	2	19	1,283	242	83	-	2,671
(b) as advisor or in any other capacity, in respect of										
(i) Taxation matters	-	-	27	-	3	104	64	5	-	203
(ii) Insurance matters	-	-	-	-	-	-	-	-	-	-
(iii) Management Services; and	-	-	-	-	-	-	-	-	-	-
(c) in any other capacity	-	-	-	-	-	-	-	-	-	-
Advertisement and publicity	18,849	80	135,162	1,009	720	274,204	7,470	12,140	116	449,750
Interest and bank charges	4,473	(496)	3,263	468	93	32,237	15,274	946	11,434	67,692
Service tax on premium absorbed	-	-	-	-	-	-	-	-	-	-
Information technology cost	10,352	265	25,881	156	671	52,020	12,488	2,838	5	104,676
Administration support expenses	39,912	229	13,829	(225)	(78)	(75,209)	(101)	(1,473)	-	(23,116)
Office running expenses	(1,838)	(251)	52,519	398	999	111,675	11,022	10,717	955	186,196
Data entry related expenses	1,691	(174)	11,136	36	617	40,530	13,325	1,693	64	68,918
Unit fund expenses	-	-	-	-	-	146,113	153,991	15,000	66,582	381,686
Others	93	196	54,466	332	943	162,331	(8,397)	4,410	109,225	323,599
Depreciation	(2,790)	(287)	71,052	639	1,074	147,860	8,853	15,871	1,101	243,373
Total	115,230	(6,115)	1,368,170	11,798	30,002	3,402,243	483,098	223,953	220,926	5,849,305

SCHEDULE - 3A
EXPENSES OTHER THAN THOSE DIRECTLY RELATED TO THE INSURANCE BUSINESS

For the year				(₹ '000)
Particulars	April 1, 2011 to March 31, 2012	April 1, 2010 to March 31, 2011	January 1, 2012 to March 31, 2012	January 1, 2011 to March 31, 2011
Employees' remuneration and welfare benefits	14,435	5,316	9,492	2,172
Travel, conveyance and vehicle running expenses	86	177	23	146
Rent, rates and taxes	-	-	(405)	-
Printing and stationery	2	44	-	34
Communication expenses	61	61	17	9
Legal and professional charges	7,612	6,983	1,871	6,983
Interest and bank charges	1,842	1,491	(672)	289
Information technology cost	878	142	214	142
Profit/Loss on sale/write off of Fixed Assets (Net)	-	45,597	-	45,597
Others	1,929	82	715	845
Depreciation	892	395	234	392
Total	27,737	60,287	11,489	56,808