

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Consolidated Condensed financial statements

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

For the nine months ended December 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	936,746	3,659	1,126,178	1,782	999	36,085	41,868	5,074,926	128,032	23,013	30,733	19,276	<b>7,423,297</b>
Travel, conveyance and vehicle running expenses	51,542	179	62,705	195	96	3,228	2,356	391,566	9,061	1,574	2,767	1,854	<b>527,123</b>
Agents training, recruitment and incentives	96,227	-	79,286	-	-	737	946	339,665	2,746	397	(1)	1	<b>520,004</b>
Rents, rates and taxes	52,143	1,241	534,143	36	24	2,964	9,052	418,037	6,650	1,148	699	470	<b>1,026,607</b>
Repairs	27,518	1,894	29,368	21	12	1,668	1,405	186,845	3,882	696	369	254	<b>253,932</b>
Printing and stationery	9,572	97	16,630	-	-	640	1,503	26,549	1,392	400	919	-	<b>57,702</b>
Communication expenses	110,184	1,167	193,175	20	10	7,123	14,568	368,873	17,522	4,934	344	230	<b>718,150</b>
Legal and professional charges	84,798	555	432,642	150	23	3,910	5,380	269,338	10,234	2,461	2,480	1,569	<b>813,540</b>
Medical fees	1,728	-	153,057	5	3	5	2	4,764	8	5	104	73	<b>159,754</b>
Auditors' fees, expenses etc :													
(a) as auditor	2,384	34	3,898	-	-	147	305	6,286	468	139	-	-	<b>13,661</b>
(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	425,002	5	3,111,766	1,913	1,041	1,528	785	323,755	6,739	952	32,821	21,870	<b>3,928,177</b>
Interest and bank charges	20,027	181	22,775	171	175	3,627	215	104,056	3,487	235	4,070	1,856	<b>160,875</b>
<b>Others</b>													
Administration support expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Business conferences and meetings	142,684	-	151,832	61	10	2,007	2,593	985,737	8,851	1,288	1,049	410	<b>1,296,522</b>
Information technology cost	91,155	538	162,940	11	-	6,337	13,883	383,328	10,577	2,581	34	-	<b>671,384</b>
Office running expenses	19,289	73	23,071	17	9	1,226	1,021	141,619	3,308	588	287	197	<b>190,705</b>
Data entry related expenses	33,941	539	54,819	90	11	2,010	3,788	87,520	7,411	2,209	1,253	1,153	<b>194,744</b>
Miscellaneous expenses	4,954	1,518	16,170	3	1	1,400	170	74,899	611	1,116	1,404	(1,410)	<b>100,836</b>
Depreciation	38,931	122	35,368	39	20	2,841	1,473	324,005	4,011	696	660	447	<b>408,613</b>
Goods & Service tax expenses	(30,343)	(280)	(114,336)	685	544	(18)	(727)	142	71	87	-	-	<b>(144,175)</b>
<b>Total</b>	<b>2,118,482</b>	<b>11,522</b>	<b>6,095,487</b>	<b>5,199</b>	<b>2,978</b>	<b>77,465</b>	<b>100,586</b>	<b>9,511,910</b>	<b>225,061</b>	<b>44,519</b>	<b>79,992</b>	<b>48,250</b>	<b>18,321,451</b>

For the nine months ended December 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 Life	Linked Group Pension	Total
Employees' remuneration and welfare benefits	1,155,072	6,022	872,773	2,520	91	16,468	49,498	4,723,462	170,457	23,735	36,047	24,722	<b>7,080,867</b>
Travel, conveyance and vehicle running expenses	52,423	178	39,758	291	9	1,188	2,221	317,843	10,397	1,358	3,744	2,678	<b>432,088</b>
Agents training, recruitment and incentives	78,400	(838)	74,708	-	-	300	595	220,124	6,547	660	2	1	<b>380,499</b>
Rents, rates and taxes	72,336	1,305	338,558	76	2	1,496	10,361	418,447	10,151	1,356	1,110	714	<b>855,912</b>
Repairs	39,254	1,930	22,697	41	1	730	1,688	166,143	5,522	747	530	351	<b>239,634</b>
Printing and stationery	8,682	92	10,905	1	-	279	1,490	20,259	1,545	351	37	19	<b>43,660</b>
Communication expenses	115,404	1,283	159,346	32	-	3,592	15,982	316,487	22,687	4,991	417	251	<b>640,472</b>
Legal and professional charges	86,537	820	92,244	340	45	2,595	6,486	267,750	14,889	2,927	2,466	1,353	<b>478,452</b>
Medical fees	2,377	-	113,247	6	-	16	5,249	12	12	(1)	123	75	<b>121,104</b>
Auditors' fees, expenses etc :													
(a) as auditor	2,474	35	2,958	-	-	89	335	5,654	575	134	-	-	<b>12,254</b>
(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	310,577	7	729,856	(5)	16	479	800	242,252	4,500	422	2,155	1,863	<b>1,292,922</b>
Interest and bank charges	18,434	207	18,989	222	8	1,169	163	91,631	4,353	167	3,652	1,706	<b>140,701</b>
<b>Others</b>													
Administration support expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Business conferences and meetings	200,696	862	84,494	35	1	101	3,381	853,185	12,514	1,440	361	192	<b>1,157,262</b>
Information technology cost	100,701	539	114,101	36	-	2,688	15,157	337,534	10,211	2,033	355	185	<b>583,540</b>
Office running expenses	24,835	105	21,440	31	1	641	1,773	135,153	4,913	683	420	280	<b>190,275</b>
Data entry related expenses	28,407	552	32,211	119	4	1,133	2,387	63,340	8,837	2,081	2,149	1,306	<b>142,526</b>
Miscellaneous expenses	15,325	(196)	20,576	15	1	(76)	649	71,913	2,869	2,113	656	(1,453)	<b>112,392</b>
Depreciation	38,094	133	19,878	53	1	1,052	1,371	248,826	3,596	477	811	530	<b>314,822</b>
Service tax/Goods & Service tax expenses	1,660	(6)	9,803	451	225	43	846	13,751	353	3,942	(2)	1,378	<b>32,444</b>
<b>Total</b>	<b>2,351,688</b>	<b>13,030</b>	<b>2,778,542</b>	<b>4,264</b>	<b>405</b>	<b>33,967</b>	<b>115,199</b>	<b>8,519,003</b>	<b>294,928</b>	<b>49,616</b>	<b>55,033</b>	<b>36,151</b>	<b>14,251,826</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 December 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	278,932	1,057	336,262	130	991	10,552	10,015	1,536,711	32,989	6,348	12,172	4,042	2,230,201
Travel, conveyance and vehicle running expenses	15,611	53	20,101	14	96	915	615	120,759	2,336	434	1,178	535	162,647
Agents training, recruitment and incentives	35,617	-	31,901	-	-	516	306	122,075	862	124	-	-	191,401
Rents, rates and taxes	17,282	408	207,177	2	24	874	2,637	140,183	1,896	351	265	89	371,188
Repairs	9,623	852	10,066	1	12	554	396	68,412	1,167	220	145	58	91,506
Printing and stationery	2,355	25	3,550	-	-	140	242	7,749	335	101	(501)	16	14,012
Communication expenses	34,261	408	54,271	2	10	2,065	3,566	115,756	5,793	1,718	129	49	218,028
Legal and professional charges	25,583	181	32,740	36	23	1,120	1,365	72,443	2,791	725	722	341	138,070
Medical fees	571	-	44,383	-	3	4	2	1,742	3	-	39	15	46,762
Auditors' fees	581	8	914	-	-	35	66	1,579	106	33	-	-	3,322
Auditors' fees, expenses etc :													
(a) as auditor	581	8	914	-	-	35	66	1,579	106	33	-	-	3,322
(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	156,215	5	1,273,304	128	1,041	469	186	84,604	934	137	11,971	4,170	1,533,164
Interest and bank charges	7,268	63	7,984	28	173	1,171	65	35,718	965	62	2,001	491	55,989
<b>Others</b>													
Administration support expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Business conferences and meetings	28,358	-	32,401	1	10	521	444	184,578	1,391	203	405	141	248,453
Information technology cost	27,411	158	45,570	-	-	1,769	3,231	127,463	2,951	754	(1)	14	209,320
Office running expenses	6,153	26	7,375	2	9	362	299	46,224	932	178	105	35	61,700
Data entry related expenses	10,905	179	16,746	5	11	623	976	30,356	2,350	733	328	305	63,517
Miscellaneous expenses	2,495	1,752	(1,513)	-	1	1,862	113	21,082	(5,649)	234	63	10	20,450
Depreciation	14,622	46	12,661	3	20	1,049	469	123,826	875	175	260	110	154,116
Goods & Service tax expenses	(3,158)	(38)	(16,571)	256	196	(164)	(225)	(8,863)	(486)	(156)	-	-	(29,209)
<b>Total</b>	<b>670,685</b>	<b>5,183</b>	<b>2,119,322</b>	<b>608</b>	<b>2,620</b>	<b>24,437</b>	<b>24,768</b>	<b>2,832,397</b>	<b>52,541</b>	<b>12,374</b>	<b>29,281</b>	<b>10,421</b>	<b>5,784,637</b>

**For the quarter ended December 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 Life	Linked Group Pension	Total
Employees' remuneration and welfare benefits	348,370	1,345	301,707	160	25	5,257	19,755	1,682,352	51,861	7,885	13,937	8,550	2,441,204
Travel, conveyance and vehicle running expenses	17,962	67	14,804	12	2	391	893	122,002	3,488	510	1,369	835	162,335
Agents training, recruitment and incentives	31,795	-	15,750	-	-	54	364	92,334	875	93	1	1	141,267
Rents, rates and taxes	23,904	437	134,294	6	1	443	4,131	150,472	3,254	468	390	223	318,023
Repairs	12,910	677	8,353	3	-	219	818	55,967	1,645	256	173	98	81,119
Printing and stationery	2,488	20	3,258	-	-	68	522	5,875	322	77	14	10	12,654
Communication expenses	42,888	492	51,074	4	-	1,320	6,578	118,627	8,148	1,921	157	96	231,305
Legal and professional charges	25,973	244	29,320	98	14	818	2,066	88,788	4,376	923	806	420	153,846
Medical fees	821	-	41,212	-	-	7	1,775	1,775	5	(1)	42	27	43,888
Auditors' fees	816	11	984	-	-	28	126	1,832	175	43	-	-	4,015
Auditors' fees, expenses etc :													
(a) as auditor	816	11	984	-	-	28	126	1,832	175	43	-	-	4,015
(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	121,947	5	248,251	(5)	3	142	330	103,895	1,534	166	491	333	477,092
Interest and bank charges	7,019	60	6,714	11	2	352	58	36,419	1,373	84	986	436	53,514
<b>Others</b>													
Administration support expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Business conferences and meetings	81,822	-	57,108	1	1	165	1,447	443,434	5,652	665	42	22	590,359
Information technology cost	37,710	212	44,744	-	-	922	7,361	124,268	3,663	805	68	42	219,795
Office running expenses	7,222	32	6,645	1	-	168	647	42,217	1,324	206	129	76	58,667
Data entry related expenses	9,627	183	11,272	9	1	386	960	21,204	2,764	694	913	549	48,562
Miscellaneous expenses	2,931	(68)	4,856	4	-	77	101	24,363	3,899	319	473	(1,327)	35,628
Depreciation	12,303	49	6,888	5	1	318	547	90,836	1,074	172	288	174	112,655
Service tax/Goods & Service tax expenses	5,110	114	16,846	241	198	11	169	2,001	26	865	-	-	25,581
<b>Total</b>	<b>793,618</b>	<b>3,880</b>	<b>1,004,080</b>	<b>550</b>	<b>248</b>	<b>11,139</b>	<b>46,880</b>	<b>3,208,661</b>	<b>95,458</b>	<b>16,151</b>	<b>20,279</b>	<b>10,565</b>	<b>5,211,509</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 nine months ended December 31, 2018		(₹ '000)		
Particulars	Nine months ended December 31, 2018	Nine months ended December 31, 2017	Quarter ended December 31, 2018	Quarter ended December 31, 2017
Employees' remuneration and welfare benefits	102,381	92,487	33,473	37,312
Travel, conveyance and vehicle running expenses	146	326	18	17
Rent, rates and taxes	15,466	13,579	5,353	6,447
Communication expenses	1,466	142	714	300
Legal and professional charges	3,608	6,870	1,427	854
Interest and bank charges	814	1,160	481	394
CSR expenses	160,757	155,849	52,649	49,222
Information technology cost	1,802	1,479	628	980
Others	20,635	23,011	6,685	6,449
Depreciation	51	263	20	32
<b>Total</b>	<b>307,126</b>	<b>295,166</b>	<b>101,448</b>	<b>102,007</b>