

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, 2019

(₹ '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**	1,225,118	4,651	1,476,185	1,884	3,092	56,491	49,886	6,677,037	148,440	27,469	37,678	22,999	9,730,930
Travel, conveyance and vehicle running expenses	70,813	223	87,366	210	271	5,260	2,987	535,444	10,505	1,868	3,758	2,217	720,922
Agents training, recruitment and incentives	115,882	-	105,152	-	-	623	1,007	332,155	2,409	336	(1)	1	557,564
Rents, rates and taxes - (Refer note 2.6 & 3.6 of schedule 16)	73,778	1,657	781,042	39	75	4,861	12,270	579,498	8,259	1,483	878	548	1,464,388
Repairs	37,736	2,563	40,877	23	35	2,657	1,845	251,305	4,712	880	924	292	343,392
Printing and stationery	10,826	57	20,163	-	3	780	1,840	32,561	917	231	924	4	68,306
Communication expenses	161,859	1,875	260,658	21	34	10,599	19,294	519,328	26,554	7,915	426	266	1,008,829
Legal and professional charges	143,616	888	536,684	186	82	5,801	7,643	392,025	13,954	3,510	3,061	1,947	1,109,397
Medical fees	3,304	-	233,879	5	6	13	6	7,977	14	5	161	79	245,449
Auditors' fees	3,266	45	5,205	-	-	206	399	8,594	608	185	-	-	18,508
Auditors' fees, expenses etc :													
(a) as auditor	3,266	45	5,205	-	-	206	399	8,594	608	185	-	-	18,508
(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	610,378	5	5,169,346	1,992	3,315	8,824	1,695	855,205	7,952	995	41,340	25,042	6,726,089
Interest and bank charges	29,075	288	33,034	185	455	5,776	294	149,259	4,579	382	5,722	2,272	231,321
<b>Others</b>													
Administration support expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Business conferences and meetings	204,308	-	221,975	62	14	5,896	3,312	1,373,290	10,006	1,491	1,100	426	1,821,880
Information technology cost	128,722	731	221,665	11	-	9,428	18,139	525,933	13,600	3,462	34	-	921,725
Office running expenses	24,499	87	29,306	18	24	1,764	1,239	178,030	3,800	694	343	221	240,025
Data entry related expenses	47,868	694	77,316	91	126	2,970	5,355	124,742	9,388	2,865	1,528	1,272	274,215
Miscellaneous expenses	13,962	(168)	22,746	3	4	149	612	94,107	6,873	2,374	1,949	(1,395)	141,216
Unit fund expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation	55,202	166	51,157	40	69	4,920	1,959	447,107	4,340	790	856	524	567,130
Goods & Service tax expenses	(29,321)	(268)	(112,799)	994	794	55	(611)	2,727	223	131	-	-	(138,075)
<b>Total</b>	<b>2,930,891</b>	<b>13,494</b>	<b>9,260,957</b>	<b>5,764</b>	<b>8,399</b>	<b>127,073</b>	<b>129,171</b>	<b>13,086,324</b>	<b>277,133</b>	<b>56,641</b>	<b>100,649</b>	<b>56,715</b>	<b>26,053,211</b>

For the year ended March 31, 2018

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 - (Refer note 2.6 & 3.6 of schedule 16)	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	7,347	16	-	165	94	211,530
Auditors' fees	3,224	46	4,067	-	-	125	457	7,435	733	176	-	-	16,263
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	4,563	1,863	199,839
<b>Others</b>													
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
Unit fund expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation	50,378	180	30,448	65	1	2,084	2,052	343,759	5,287	739	1,081	686	436,760
<b>Total</b>	<b>3,112,403</b>	<b>16,784</b>	<b>4,464,471</b>	<b>5,332</b>	<b>608</b>	<b>64,862</b>	<b>162,219</b>	<b>11,910,106</b>	<b>377,325</b>	<b>64,858</b>	<b>72,810</b>	<b>47,534</b>	<b>20,299,312</b>

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, 2019**

(₹ '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**	288,372	992	350,007	102	2,093	20,406	8,018	1,602,111	20,408	4,456	6,945	3,723	<b>2,307,633</b>
Travel, conveyance and vehicle running expenses	19,271	44	24,661	15	175	2,032	631	143,878	1,444	294	991	363	<b>193,799</b>
Agents training, recruitment and incentives	19,655	-	25,866	-	-	(114)	61	(7,510)	(337)	(61)	-	-	<b>37,560</b>
Rents, rates and taxes - Refer note 2.6 & 3.8 of schedule 16	21,635	416	246,899	3	51	1,897	3,218	161,461	1,609	335	179	78	<b>437,781</b>
Repairs	10,218	669	11,509	2	23	989	440	64,460	830	184	98	38	<b>89,460</b>
Printing and stationery	1,254	(40)	3,533	-	3	140	337	6,012	(475)	(169)	5	4	<b>10,604</b>
Communication expenses	51,675	708	67,483	1	24	3,476	4,726	150,455	9,032	2,981	82	36	<b>290,679</b>
Legal and professional charges	58,818	333	104,042	36	59	1,891	2,263	122,687	3,720	1,049	581	378	<b>295,857</b>
Medical fees	1,576	-	80,822	-	3	8	4	3,213	6	-	57	6	<b>85,695</b>
Auditors' fees	882	11	1,307	-	-	59	94	2,308	140	46	-	-	<b>4,847</b>
Auditors' fees, expenses etc : Refer note 3.35 of schedule 16													
(a) as auditor	882	11	1,307	-	-	59	94	2,308	140	46	-	-	<b>4,847</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	-	-	-	-	-	-	-	-	-	-	-	-	-
Advertisement and publicity	185,376	-	2,057,580	79	2,274	7,296	910	531,450	1,213	43	8,519	3,172	<b>2,797,912</b>
Interest and bank charges	9,048	107	10,259	14	280	2,149	79	45,203	1,092	147	1,652	416	<b>70,446</b>
<b>Others</b>													
Administration support expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Business conferences and meetings	61,624	-	70,143	1	4	3,889	719	387,553	1,155	203	51	16	<b>525,358</b>
Information technology cost	37,567	193	58,725	-	-	3,091	4,256	142,605	3,023	881	-	-	<b>250,341</b>
Office running expenses	5,210	14	6,235	1	15	538	218	36,411	492	56	24	24	<b>49,320</b>
Data entry related expenses	13,927	155	22,497	1	115	960	1,567	37,222	1,977	656	275	119	<b>79,471</b>
Miscellaneous expenses	9,008	(1,686)	6,576	-	3	(1,251)	442	19,208	6,262	833	970	15	<b>40,380</b>
Unit fund expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation	16,271	44	15,789	1	49	2,079	486	123,102	329	94	196	77	<b>158,517</b>
Goods & Service tax expenses	1,022	12	1,537	309	250	73	116	2,585	152	44	-	-	<b>6,100</b>
<b>Total</b>	<b>812,409</b>	<b>1,972</b>	<b>3,165,470</b>	<b>565</b>	<b>5,421</b>	<b>49,608</b>	<b>28,585</b>	<b>3,574,414</b>	<b>52,072</b>	<b>12,122</b>	<b>20,657</b>	<b>8,465</b>	<b>7,731,760</b>

**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	<b>2,572,164</b>
Travel, conveyance and vehicle running expenses	19,307	51	20,487	72	-	1,486	1,140	144,435	3,508	499	2,040	925	<b>193,950</b>
Agents training, recruitment and incentives	29,247	-	15,789	-	-	66	131	47,145	526	60	-	-	<b>92,964</b>
Rents, rates and taxes - Refer note 2.6 & 3.8 of schedule 16	19,172	430	195,090	14	-	1,201	5,192	143,397	2,700	430	263	174	<b>368,063</b>
Repairs	9,938	502	10,639	7	-	693	828	61,765	1,740	285	166	93	<b>86,656</b>
Printing and stationery	3,563	33	6,366	2	-	184	791	9,089	498	130	66	106	<b>20,828</b>
Communication expenses	45,256	649	66,923	5	-	2,350	6,191	128,513	10,023	2,603	118	83	<b>262,714</b>
Legal and professional charges	30,761	331	41,314	116	14	1,330	3,090	97,549	4,978	1,117	1,687	529	<b>182,816</b>
Medical fees	798	-	87,458	1	-	-	5	2,098	4	1	42	19	<b>90,426</b>
Auditors' fees	750	11	1,109	-	-	36	122	1,781	158	42	-	-	<b>4,009</b>
Auditors' fees, expenses etc : Refer note 3.35 of schedule 16													
(a) as auditor	750	11	1,109	-	-	36	122	1,781	158	42	-	-	<b>4,009</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	-	-	-	-	-	-	-	-	-	-	-	-	-
Advertisement and publicity	173,671	-	699,394	5	-	3,407	1,173	347,660	4,004	300	312	38	<b>1,229,964</b>
Interest and bank charges	6,754	75	6,663	22	1	1,850	119	41,353	1,125	108	911	157	<b>59,138</b>
<b>Others</b>													
Administration support expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Business conferences and meetings	40,170	-	40,204	2	-	791	1,076	256,158	2,409	309	82	21	<b>341,222</b>
Information technology cost	32,334	190	51,482	1	-	1,820	6,814	121,144	3,201	752	179	45	<b>217,762</b>
Office running expenses	6,826	32	8,164	5	-	493	692	42,368	1,229	207	109	60	<b>60,185</b>
Data entry related expenses	11,323	174	16,929	16	-	561	1,628	26,419	2,564	689	389	454	<b>61,146</b>
Miscellaneous expenses	1,776	(2)	5,358	2	-	638	310	20,328	(3,573)	156	(608)	974	<b>25,359</b>
Unit fund expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation	12,284	47	10,570	12	-	1,032	681	94,933	1,691	262	270	156	<b>121,938</b>
Goods & Service tax expenses	5,851	101	49,428	215	185	54	6	280	139	123	-	-	<b>56,182</b>
<b>Total</b>	<b>760,715</b>	<b>3,754</b>	<b>1,685,929</b>	<b>1,068</b>	<b>203</b>	<b>30,895</b>	<b>47,020</b>	<b>3,391,103</b>	<b>82,397</b>	<b>15,242</b>	<b>17,777</b>	<b>11,383</b>	<b>6,047,486</b>

**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**

**For the year ended March 31, 2019**

**(₹ '000)**

<b>Particulars</b>	<b>Year ended March 31, 2019</b>	<b>Year ended March 31, 2018</b>	<b>Quarter ended March 31, 2019</b>	<b>Quarter ended March 31, 2018</b>
Employees' remuneration and welfare benefits **□	131,947	123,910	29,566	31,423
Travel, conveyance and vehicle running expenses	239	394	93	67
Rents, rates and taxes - Refer note 2.6 & 3.6 of schedule 16	20,935	19,007	5,469	5,429
Printing and stationery	-	38	-	38
Communication expenses	81	355	(1,385)	213
Legal and professional charges	4,031	7,293	423	423
Interest and bank charges	1,297	1,655	483	495
CSR expenses - Refer note 3.23 of schedule 16	232,379	230,523	71,622	74,674
Information technology cost	2,584	1,738	782	259
Others	28,487	34,560	7,852	11,548
Depreciation	68	283	17	20
<b>Total</b>	<b>422,049</b>	<b>419,756</b>	<b>114,923</b>	<b>124,589</b>

\*\* Refer note 2.5, 3.10 & 3.11 of schedule 16