

ICICI Prudential Life Insurance Company Limited

Schedules forming part of 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)	-	557,564
Rents, rates and taxes - Refer note 2.6 & 3.8 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	467	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, expenses etc : Refer note 3.34 of schedule 16	-	-	-	-	-	-	-	-	-	-	-	-	-
(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
Others	-	-	-	-	-	-	-	-	-	-	-	-	-
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	1,949	2,374	(1,395)	141,216
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)
Total	2,930,891	13,494	9,260,957	5,764	8,399	127,073	129,171	13,086,324	277,133	56,641	100,649	56,715	26,053,211

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 & 3.8 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	16	-	165	94	211,530
Auditors' fees, expenses etc : Refer note 3.34 of schedule 16	-	-	-	-	-	-	-	-	-	-	-	-	-
(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	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
Others	-	-	-	-	-	-	-	-	-	-	-	-	-
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
Depreciation	50,378	180	30,448	65	1	2,084	2,052	343,759	5,287	739	1,081	686	436,760
Service tax/Goods & Service tax expenses	7,311	95	59,231	666	410	97	852	14,031	492	4,065	(2)	1,378	88,626
Total	3,112,403	16,784	4,464,471	5,332	608	64,862	162,219	11,910,106	377,325	64,858	72,810	47,534	20,299,312

Note: Refer note 3.33 of schedule 16 for accounting policy on additional disclosure on expenses

ICICI Prudential Life Insurance Company Limited

Schedules forming part of 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	2,307,633
Travel, conveyance and vehicle running expenses	19,271	44	24,661	15	175	2,032	631	143,878	1,444	294	991	363	193,799
Agents training, recruitment and incentives	19,655	-	25,866	-	-	(114)	61	(7,510)	(337)	(61)	-	-	37,560
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	437,781
Repairs	10,218	669	11,509	2	23	989	440	64,460	830	184	98	38	89,460
Printing and stationery	1,254	(40)	3,533	-	3	140	337	6,012	(475)	(169)	5	4	10,604
Communication expenses	51,675	708	67,483	1	24	3,476	4,726	150,455	9,032	2,981	82	36	290,679
Legal and professional charges	58,818	333	104,042	36	59	1,891	2,263	122,687	3,720	1,049	581	378	295,857
Medical fees	1,576	-	80,822	-	3	8	4	3,213	6	-	57	6	85,695
Auditors' fees	882	11	1,307	-	-	59	94	2,308	140	46	-	-	4,847
Auditors' fees, expenses etc : Refer note 3.35 of schedule 16	-	-	-	-	-	-	-	-	-	-	-	-	-
(a) as auditor	882	11	1,307	-	-	59	94	2,308	140	46	-	-	4,847
(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	2,797,912
Interest and bank charges	9,048	107	10,259	14	280	2,149	79	45,203	1,092	147	1,652	416	70,446
Others	-	-	-	-	-	-	-	-	-	-	-	-	-
Administration support expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Business conferences and meetings	61,624	-	70,143	1	4	3,889	719	387,553	1,155	203	51	16	525,358
Information technology cost	37,567	193	58,725	-	-	3,091	4,256	142,605	3,023	881	-	-	250,341
Office running expenses	5,210	14	6,235	1	15	538	218	36,411	492	56	24	24	49,320
Data entry related expenses	13,927	155	22,497	1	115	960	1,567	37,222	1,977	656	275	119	79,471
Miscellaneous expenses	9,008	(1,686)	6,576	-	3	(1,251)	442	19,208	6,262	833	970	15	40,380
Unit fund expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation	16,271	44	15,789	1	49	2,079	486	123,102	329	94	196	77	158,517
Goods & Service tax expenses	1,022	12	1,537	309	250	73	116	2,585	152	44	-	-	6,100
Total	812,409	1,972	3,165,470	565	5,421	49,608	28,985	3,574,414	52,072	12,122	20,657	8,465	7,731,760

** Refer note 2.5 , 3.16 , 3.17 & 3.20 of schedule 16

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	2,572,164
Travel, conveyance and vehicle running expenses	19,307	51	20,487	72	-	1,486	1,140	144,435	3,508	499	2,040	925	193,950
Agents training, recruitment and incentives	29,247	-	15,789	-	-	66	131	47,145	526	60	-	-	92,964
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	368,063
Repairs	9,938	502	10,639	7	-	693	828	61,765	1,740	285	166	93	86,656
Printing and stationery	3,563	33	6,366	2	-	184	791	9,089	498	130	66	106	20,828
Communication expenses	45,256	649	66,923	5	-	2,350	6,191	128,513	10,023	2,603	118	83	262,714
Legal and professional charges	30,761	331	41,314	116	14	1,330	3,090	97,549	4,978	1,117	1,687	529	182,816
Medical fees	798	-	87,458	1	-	5	2,098	4	4	1	42	19	90,426
Auditors' fees	750	11	1,109	-	-	36	122	1,781	158	42	-	-	4,009
Auditors' fees, expenses etc : Refer note 3.35 of schedule 16	-	-	-	-	-	-	-	-	-	-	-	-	-
(a) as auditor	750	11	1,109	-	-	36	122	1,781	158	42	-	-	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	173,671	-	699,394	5	-	3,407	1,173	347,660	4,004	300	312	38	1,229,964
Interest and bank charges	6,754	75	6,663	22	1	1,850	119	41,353	1,125	108	911	157	59,138
Others	-	-	-	-	-	-	-	-	-	-	-	-	-
Administration support expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Business conferences and meetings	40,170	-	40,204	2	-	791	1,076	256,158	2,409	309	82	21	341,222
Information technology cost	32,334	190	51,482	1	-	1,820	6,614	121,144	3,201	752	179	45	217,762
Office running expenses	6,826	32	8,164	5	-	493	692	42,368	1,229	207	109	60	60,185
Data entry related expenses	11,323	174	16,929	16	-	561	1,628	26,419	2,564	689	389	454	61,146
Miscellaneous expenses	-	(2)	5,358	2	-	638	310	20,328	(3,573)	156	(608)	974	25,359
Unit fund expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation	12,284	47	10,570	12	-	1,032	681	94,933	1,691	262	270	156	121,938
Goods & Service tax expenses	5,651	101	49,428	215	185	54	6	280	139	123	-	-	56,182
Total	760,715	3,754	1,685,929	1,068	203	30,895	47,020	3,391,103	82,397	15,242	17,777	11,383	6,047,486

ICICI Prudential Life Insurance Company Limited

Schedules forming part of financial statements

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

For the year ended March 31, 2019		(₹ '000)		
Particulars	Year ended March 31, 2019	Year ended March 31, 2018	Quarter ended March 31, 2019	Quarter ended March 31, 2018
Employees' remuneration and welfare benefits **□	108,409	105,100	23,524	25,869
Travel, conveyance and vehicle running expenses	62	282	5	23
Rents, rates and taxes - Refer note 2.6 & 3.8 of schedule 16	17,848	16,657	4,473	4,491
Printing and stationery	-	38	-	38
Communication expenses	31	278	(1,390)	195
Legal and professional charges	2,316	5,798	(89)	42
Interest and bank charges	1,297	1,655	483	495
CSR expenses - Refer note 3.46 of schedule 16	232,379	230,523	71,622	74,674
Others	14,854	27,211	4,882	9,317
Depreciation	68	67	17	20
Total	377,264	387,609	103,527	115,164

** Refer note 2.5 , 3.16 , 3.17 & 3.20 of schedule 16