

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

L-6- Operating Expenses Schedule

For the quarter ended September 30, 2020

(₹ '000)

| Particulars | Participating | | | Non Participating | | | | | Unit Linked | | | Grand Total |
|--|------------------|--------------|--------------------|-------------------|------------|-----------------|--------------|--------------------|------------------|-----------------|--------------|------------------|
| | Life | Pension | Variable Insurance | Life | Pension | Annuity | Health | Variable Insurance | Life | Pension | Group | |
| Employees' remuneration & welfare benefits | 6,74,189 | 5,182 | 7,230 | 8,92,576 | 301 | 1,51,056 | 1,232 | 7,047 | 16,48,320 | 2,88,012 | 1,052 | 36,76,199 |
| Travel, conveyance and vehicle running expenses | 17,525 | 189 | 47 | 25,809 | 2 | 6,168 | 40 | 132 | 48,780 | 11,466 | 10 | 1,10,168 |
| Training expenses | 3,682 | -1 | -10 | 2,575 | - | - | - | -24 | 19,273 | 16 | -1 | 25,479 |
| Rent, rates & taxes | 51,699 | 370 | 1,036 | 78,430 | 37 | 6,599 | 116 | 186 | 83,599 | 11,198 | 157 | 2,33,427 |
| Repairs | 33,543 | 230 | 583 | 48,971 | 21 | 4,544 | 30 | 97 | 56,701 | 8,053 | 93 | 1,52,866 |
| Printing & stationery | 2,763 | 19 | -16 | 3,405 | - | 383 | 13 | 16 | 5,655 | 1,134 | -3 | 13,368 |
| Communication expenses | 20,037 | 151 | 540 | 26,617 | 19 | 2,280 | 34 | 118 | 32,564 | 4,251 | 69 | 86,680 |
| Legal & professional charges | 74,295 | 607 | 2,561 | 1,05,509 | 84 | 8,481 | 210 | 113 | 1,19,462 | 12,018 | 278 | 3,23,617 |
| Medical fees | 5,071 | 187 | - | 73,577 | - | - | - | - | 19,095 | - | - | 97,930 |
| Auditors' fees, expenses, etc. | - | - | - | - | - | - | - | - | - | - | - | - |
| (a) as auditor | 349 | 5 | 16 | 621 | - | 185 | 1 | 28 | 1,007 | 187 | 1 | 2,400 |
| (b) as adviser or in any other capacity, in respect of | - | - | - | - | - | - | - | - | - | - | - | - |
| (i) Taxation matters | - | - | - | - | - | - | - | - | - | - | - | - |
| (ii) Insurance matters | - | - | - | - | - | - | - | - | - | - | - | - |
| (iii) Management services; and | - | - | - | - | - | - | - | - | - | - | - | - |
| (c) in any other capacity | 7 | - | - | 5 | - | 7 | - | -13 | 60 | 15 | - | 81 |
| (d) Out of pocket expenses | 4 | - | - | 6,664 | - | 2 | - | - | 10 | 2 | - | 25 |
| Advertisement, Publicity and marketing | -5,743 | -64 | -72 | 87,225 | -2 | -4,167 | -39 | -3,051 | -9,782 | -3,277 | -96 | 60,930 |
| Interest & bank charges | 4,683 | 44 | 155 | 5,203 | 3 | 1,545 | 5 | 133 | 8,482 | 1,605 | 9 | 21,866 |
| Recruitment expenses | 104 | 1 | 1 | 154 | - | 23 | - | 1 | 218 | 41 | - | 543 |
| Information technology expenses | 60,641 | 466 | 2,187 | 73,477 | 78 | 5,161 | 143 | 106 | 81,222 | 6,962 | 264 | 2,30,706 |
| Service tax* | 26,937 | 209 | 1,179 | 26,169 | 41 | 541 | 101 | 98 | 31,616 | 1,390 | 135 | 88,416 |
| Stamp duty on policies | 5,359 | 180 | -2 | 2,48,709 | - | 1,853 | 613 | 5 | 19,265 | 7,422 | - | 2,83,405 |
| Depreciation | 75,771 | 561 | 1,671 | 1,31,778 | 59 | 11,831 | 311 | 1,971 | 1,18,997 | 15,462 | 300 | 3,58,712 |
| Other expenses | 23,526 | 328 | 646 | 27,748 | 48 | 3,412 | 41 | 632 | 48,703 | 10,230 | 77 | 1,15,390 |
| Total | 10,74,442 | 8,663 | 17,751 | 18,58,562 | 689 | 1,99,875 | 2,849 | 7,596 | 23,33,249 | 3,76,187 | 2,345 | 58,82,207 |

For the quarter ended September 30, 2019

(₹ '000)

| Particulars | Participating | | | Non Participating | | | | | Unit Linked | | | Grand Total |
|--|------------------|---------------|--------------------|-------------------|------------|---------------|--------------|--------------------|------------------|-----------------|--------------|------------------|
| | Life | Pension | Variable Insurance | Life | Pension | Annuity | Health | Variable Insurance | Life | Pension | Group | |
| Employees' remuneration & welfare benefits | 5,62,390 | 5,082 | 26,137 | 7,33,301 | 269 | 45,871 | 2,232 | 8,884 | 18,48,052 | 1,03,885 | 1,060 | 33,37,165 |
| Travel, conveyance and vehicle running expenses | 25,544 | 346 | 1,141 | 38,580 | 10 | 3,522 | 88 | 870 | 96,278 | 7,988 | 40 | 1,74,407 |
| Training expenses | 40,872 | 136 | 898 | 25,396 | -1 | 512 | 14 | 154 | 1,18,688 | 910 | 2 | 1,88,581 |
| Rent, rates & taxes | 52,775 | 444 | 2,729 | 58,407 | 58 | 2,160 | 284 | 401 | 94,952 | 5,212 | 201 | 2,17,624 |
| Repairs | 52,180 | 401 | 2,553 | 55,922 | 61 | 1,665 | 283 | 313 | 84,354 | 4,140 | 211 | 2,02,083 |
| Printing & stationery | 18,586 | 131 | 792 | 17,601 | 18 | 745 | 85 | 244 | 34,746 | 1,884 | 64 | 74,897 |
| Communication expenses | 35,092 | 289 | 1,711 | 61,032 | 38 | 1,172 | 376 | 199 | 59,833 | 2,761 | 132 | 1,62,633 |
| Legal & professional charges | 76,532 | 720 | 4,159 | 1,64,419 | 87 | 4,566 | 1,090 | 372 | 1,40,393 | 6,198 | 301 | 3,98,838 |
| Medical fees | 5,990 | 302 | 512 | 62,976 | - | - | - | - | 32,524 | - | - | 1,02,303 |
| Auditors' fees, expenses, etc. | - | - | - | - | - | - | - | - | - | - | - | - |
| (a) as auditor | 432 | 7 | 41 | 481 | - | 48 | 1 | 11 | 1,419 | 110 | 1 | 2,550 |
| (b) as adviser or in any other capacity, in respect of | - | - | - | - | - | - | - | - | - | - | - | - |
| (i) Taxation matters | - | - | - | - | - | - | - | - | - | - | - | - |
| (ii) Insurance matters | - | - | - | - | - | - | - | - | - | - | - | - |
| (iii) Management services; and | - | - | - | - | - | - | - | - | - | - | - | - |
| (c) in any other capacity | -5 | - | -1 | 27 | - | 1 | - | -1 | 25 | 4 | - | 51 |
| (d) Out of pocket expenses | 11 | - | 1 | 24 | - | 2 | - | - | 50 | 5 | - | 93 |
| Advertisement, Publicity and marketing | 21,328 | 217 | 1,338 | 69,918 | 16 | 5,273 | 772 | 2,237 | 83,460 | 4,284 | 108 | 1,88,953 |
| Interest & bank charges | 3,637 | 63 | 384 | 4,335 | 3 | 488 | 11 | 63 | 11,770 | 1,041 | 8 | 21,802 |
| Recruitment expenses | 1,044 | 10 | 44 | 1,283 | - | 86 | 6 | 20 | 2,842 | 196 | 2 | 5,534 |
| Information technology expenses | 58,257 | 457 | 3,138 | 60,307 | 86 | 1,101 | 298 | 286 | 75,785 | 2,934 | 285 | 2,02,935 |
| Service tax* | 16,200 | 130 | 925 | 15,108 | 28 | 352 | 59 | 65 | 18,504 | 601 | 94 | 52,607 |
| Stamp duty on policies | 5,701 | 289 | 476 | 1,46,558 | - | 657 | 1,313 | 1 | 31,609 | 84 | - | 1,86,687 |
| Depreciation | 53,990 | 398 | 2,616 | 62,487 | 62 | 1,471 | 357 | 214 | 81,981 | 3,723 | 215 | 2,07,515 |
| Business promotion expenses | - | - | - | - | - | - | - | - | - | - | - | - |
| Other expenses | 56,140 | 577 | 2,544 | 58,688 | 76 | 3,564 | 254 | 1,676 | 1,30,247 | 9,740 | 189 | 2,63,693 |
| Total | 10,86,698 | 10,001 | 52,137 | 16,37,851 | 810 | 73,257 | 7,524 | 16,009 | 29,47,511 | 1,55,699 | 2,913 | 59,90,411 |

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

L-6- Operating Expenses Schedule

For the period ended September 30, 2020

(₹ '000)

| Particulars | Participating | | | Non Participating | | | | | Unit Linked | | | Grand Total |
|--|------------------|---------------|--------------------|-------------------|--------------|-----------------|---------------|--------------------|------------------|-----------------|--------------|--------------------|
| | Life | Pension | Variable Insurance | Life | Pension | Annuity | Health | Variable Insurance | Life | Pension | Group | |
| Employees' remuneration & welfare benefits | 13,21,762 | 12,444 | 17,052 | 20,43,677 | 748 | 3,14,035 | 5,023 | 45,122 | 29,45,724 | 5,04,470 | 3,071 | 72,13,128 |
| Travel, conveyance and vehicle running expenses | 27,039 | 287 | 114 | 41,181 | 4 | 8,605 | 89 | 429 | 68,661 | 15,426 | 25 | 1,61,861 |
| Training expenses | 12,334 | -1 | -9 | 28,675 | - | -1 | - | 2 | 44,531 | 35 | -1 | 85,564 |
| Rent, rates & taxes | 97,400 | 743 | 2,135 | 1,57,957 | 73 | 10,937 | 686 | 587 | 1,48,467 | 18,812 | 298 | 4,38,096 |
| Repairs | 72,247 | 542 | 1,492 | 1,15,193 | 51 | 8,180 | 502 | 422 | 1,11,993 | 14,582 | 210 | 3,25,413 |
| Printing & stationery | 4,523 | 32 | 15 | 5,190 | - | 535 | 22 | 30 | 8,113 | 1,462 | -1 | 19,923 |
| Communication expenses | 39,548 | 310 | 1,172 | 61,949 | 40 | 3,922 | 225 | 720 | 59,333 | 6,969 | 159 | 1,74,946 |
| Legal & professional charges | 1,49,744 | 1,262 | 5,605 | 2,30,982 | 175 | 17,541 | 834 | 3,226 | 2,37,442 | 22,760 | 676 | 6,70,247 |
| Medical fees | 8,789 | 363 | - | 1,39,245 | - | - | - | - | 29,651 | - | - | 1,78,048 |
| Auditors' fees, expenses, etc. | - | - | - | - | - | - | - | - | - | - | - | - |
| (a) as auditor | 517 | 7 | 23 | 933 | - | 269 | 2 | 64 | 1,424 | 258 | 3 | 3,500 |
| (b) as adviser or in any other capacity, in respect of | - | - | - | - | - | - | - | - | - | - | - | - |
| (i) Taxation matters | - | - | - | - | - | - | - | - | - | - | - | - |
| (ii) Insurance matters | - | - | - | - | - | - | - | - | - | - | - | - |
| (iii) Management services; and | - | - | - | - | - | - | - | - | - | - | - | - |
| (c) in any other capacity | 155 | 2 | 7 | 279 | - | 80 | 1 | 19 | 426 | 77 | 1 | 1,046 |
| (d) Out of pocket expenses | 4 | - | - | 7 | - | 2 | - | - | 10 | 2 | - | 25 |
| Advertisement, Publicity and marketing | -2,927 | -30 | -21 | 1,06,369 | -1 | -2,350 | 43 | -1,292 | 3,945 | -1,921 | -42 | 1,01,774 |
| Interest & bank charges | 10,790 | 71 | 260 | 9,221 | 5 | 2,687 | 18 | 583 | 14,312 | 2,567 | 26 | 40,539 |
| Recruitment expenses | 133 | 1 | 2 | 216 | - | 31 | 1 | 2 | 274 | 51 | - | 711 |
| Information technology expenses | 1,32,780 | 1,043 | 5,125 | 1,66,941 | 176 | 10,133 | 640 | 3,671 | 1,73,882 | 13,584 | 700 | 5,08,673 |
| Goods and Service Tax/ Service Tax | 34,079 | 265 | 1,522 | 33,139 | 52 | 659 | 129 | 126 | 40,127 | 1,713 | 175 | 1,11,985 |
| Stamp duty on policies | 7,835 | 283 | 2 | 3,86,967 | - | 2,721 | 1,583 | 6 | 26,343 | 10,294 | - | 4,36,030 |
| Depreciation | 1,24,841 | 960 | 2,990 | 2,17,997 | - | 16,905 | 915 | 3,920 | 1,87,372 | 23,075 | 509 | 5,79,586 |
| Business promotion expenses | - | - | - | - | - | - | - | - | - | - | - | - |
| Other expenses | 44,811 | 615 | 1,350 | 57,117 | 94 | 5,466 | 218 | 1,313 | 81,052 | 14,709 | 163 | 2,06,908 |
| Total | 20,86,404 | 19,198 | 38,832 | 38,03,236 | 1,521 | 4,00,357 | 10,929 | 58,952 | 41,83,681 | 6,48,925 | 5,973 | 1,12,58,007 |

For the period ended September 30, 2019

(₹ '000)

| Particulars | Participating | | | Non Participating | | | | | Unit Linked | | | Grand Total |
|--|------------------|---------------|--------------------|-------------------|--------------|-----------------|---------------|--------------------|------------------|-----------------|--------------|--------------------|
| | Life | Pension | Variable Insurance | Life | Pension | Annuity | Health | Variable Insurance | Life | Pension | Group | |
| Employees' remuneration & welfare benefits | 11,82,487 | 10,936 | 64,876 | 12,51,112 | 755 | 84,261 | 4,741 | 41,762 | 34,50,813 | 1,88,752 | 2,707 | 62,83,203 |
| Travel, conveyance and vehicle running expenses | 59,954 | 663 | 2,834 | 57,569 | 13 | 6,391 | 209 | 2,439 | 1,96,711 | 14,554 | 71 | 3,41,409 |
| Training expenses | 49,707 | 188 | 1,855 | 34,110 | -1 | 951 | 35 | 765 | 1,53,514 | 1,796 | 13 | 2,42,935 |
| Rent, rates & taxes | 1,02,568 | 830 | 5,478 | 1,06,132 | 117 | 3,486 | 542 | 1,053 | 1,69,850 | 8,483 | 400 | 3,98,980 |
| Repairs | 83,877 | 638 | 4,242 | 86,037 | 95 | 2,569 | 457 | 734 | 1,34,224 | 6,352 | 325 | 3,19,549 |
| Printing & stationery | 25,915 | 177 | 1,081 | 22,427 | 22 | 1,003 | 119 | 310 | 48,310 | 2,531 | 80 | 1,01,976 |
| Communication expenses | 65,552 | 523 | 3,344 | 1,02,414 | 72 | 1,994 | 597 | 497 | 1,07,523 | 4,747 | 245 | 2,87,507 |
| Legal & professional charges | 1,42,085 | 1,344 | 8,573 | 2,83,284 | 166 | 7,078 | 1,907 | 1,553 | 2,65,033 | 11,796 | 552 | 7,23,371 |
| Medical fees | 10,381 | 508 | 968 | 1,08,309 | - | - | - | - | 51,385 | - | - | 1,71,551 |
| Auditors' fees, expenses, etc. | - | - | - | - | - | - | - | - | - | - | - | - |
| (a) as auditor | 619 | 9 | 59 | 624 | - | 66 | 2 | 17 | 1,954 | 148 | 1 | 3,500 |
| (b) as adviser or in any other capacity, in respect of | - | - | - | - | - | - | - | - | - | - | - | - |
| (i) Taxation matters | - | - | - | - | - | - | - | - | - | - | - | - |
| (ii) Insurance matters | - | - | - | - | - | - | - | - | - | - | - | - |
| (iii) Management services; and | - | - | - | - | - | - | - | - | - | - | - | - |
| (c) in any other capacity | 129 | 2 | 12 | 130 | - | 14 | - | 3 | 408 | 31 | - | 731 |
| (d) Out of pocket expenses | 66 | 1 | 6 | 67 | - | 7 | - | 2 | 209 | 16 | - | 374 |
| Advertisement, Publicity and marketing | 30,255 | 301 | 1,955 | 92,210 | 18 | 6,245 | 1,080 | 4,101 | 1,18,762 | 6,061 | 146 | 2,61,135 |
| Interest & bank charges | 7,158 | 106 | 714 | 7,126 | 6 | 787 | 21 | 169 | 21,179 | 1,700 | 16 | 38,982 |
| Recruitment expenses | 1,808 | 16 | 84 | 1,552 | 1 | 129 | 10 | 48 | 4,547 | 294 | 4 | 8,894 |
| Information technology expenses | 1,08,920 | 857 | 6,122 | 1,09,987 | 167 | 1,823 | 527 | 537 | 1,35,201 | 4,880 | 548 | 3,69,570 |
| Goods and Service Tax/ Service Tax | 21,731 | 175 | 1,259 | 20,406 | 38 | 473 | 79 | 88 | 24,656 | 791 | 126 | 69,822 |
| Stamp duty on policies | 10,885 | 533 | 1,015 | 3,61,735 | - | 1,074 | 2,305 | 1 | 53,879 | 137 | - | 4,31,563 |
| Depreciation | 1,08,417 | 795 | 5,634 | 1,19,913 | 124 | 2,626 | 697 | 685 | 1,57,460 | 6,694 | 420 | 4,03,464 |
| Business promotion expenses | - | - | - | - | - | - | - | - | - | - | - | - |
| Other expenses | 96,910 | 1,082 | 5,129 | 98,332 | 158 | 5,512 | 450 | 2,959 | 2,11,754 | 14,360 | 350 | 4,36,996 |
| Total | 21,09,424 | 19,685 | 1,15,242 | 28,63,938 | 1,751 | 1,26,489 | 13,778 | 57,723 | 53,07,373 | 2,74,103 | 6,006 | 1,08,95,512 |