

**SBI LIFE INSURANCE COMPANY LIMITED**  
**SCHEDULES FORMING PART OF FINANCIAL STATEMENTS**

**L-6- Operating Expenses Schedule**

**For the quarter ended December 31, 2018**

(₹ '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	603,260	4,593	62,639	327,040	288	10,752	763	16,488	1,867,353	104,193	720	2,998,089
Travel, conveyance and vehicle running expenses	32,746	363	3,354	14,839	6	726	40	1,025	100,999	7,777	25	161,900
Training expenses	41,735	39	2,495	5,476	(3)	124	9	446	116,842	1,289	(10)	168,443
Rent, rates & taxes	32,248	216	2,708	22,955	17	426	87	355	65,444	3,685	59	128,200
Repairs	37,037	271	2,769	28,338	41	476	84	278	62,508	3,058	125	134,986
Printing & stationery	(462)	(21)	(64)	(2,542)	(9)	(2)	(19)	13	7,371	660	(27)	4,897
Communication expenses	25,729	183	2,132	26,295	21	342	(45)	226	50,126	2,663	64	107,735
Legal & professional charges	67,439	623	5,995	95,421	86	1,161	480	465	128,671	5,255	232	305,826
Medical fees	4,190	211	1,011	32,985	-	-	-	-	23,650	-	-	62,047
Auditors' fees, expenses, etc.												
(a) as auditor	225	3	27	172	-	3	-	-	489	30	1	950
(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	168	2	19	119	-	2	-	-	321	18	-	651
(d) Out of pocket expenses	39	-	4	26	-	1	-	-	67	4	-	142
Advertisement, Publicity and marketing	46,930	428	5,109	47,958	32	1,243	442	2,162	111,849	6,093	163	222,408
Interest & bank charges	5,852	66	643	4,152	8	82	15	17	10,946	622	17	22,419
Recruitment expenses	707	6	64	317	-	15	2	21	2,347	169	-	3,648
Information technology expenses	34,978	259	2,750	29,756	46	403	79	124	48,430	1,862	141	118,830
Goods and Service Tax/ Service Tax	3,831	28	288	3,154	5	97	6	15	5,249	191	19	12,884
Stamp duty on policies	5,760	293	1,282	143,344	-	112	322	-	28,811	41	-	179,965
Depreciation	62,845	483	4,687	52,561	88	754	170	324	87,012	3,492	267	212,681
Business promotion expenses	6,744	-	58	453	-	-	-	-	17,211	-	-	24,466
Other expenses	43,125	462	3,375	19,639	37	1,033	102	1,575	119,496	9,174	47	198,067
<b>Total</b>	<b>1,055,126</b>	<b>8,509</b>	<b>101,347</b>	<b>852,457</b>	<b>664</b>	<b>17,749</b>	<b>2,539</b>	<b>23,536</b>	<b>2,855,191</b>	<b>150,275</b>	<b>1,840</b>	<b>5,069,233</b>

**For the quarter ended December 31, 2017**

(₹ '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	577,591	10,733	72,075	356,664	1,166	8,566	29,150	9,260	1,265,546	79,670	2,572	2,412,993
Travel, conveyance and vehicle running expenses	42,648	852	4,674	28,044	92	686	2,061	716	86,723	6,216	193	172,906
Training expenses	15,228	168	2,988	6,070	18	134	455	145	41,648	1,249	40	68,143
Rent, rates & taxes	36,341	743	4,194	24,461	81	593	2,020	642	75,493	5,519	178	150,265
Repairs	33,459	682	3,830	22,439	74	545	1,822	586	69,274	5,049	162	137,922
Printing & stationery	6,953	142	798	4,776	16	116	380	125	14,589	1,056	34	28,985
Communication expenses	27,984	567	3,162	18,656	61	454	1,471	484	57,622	4,179	133	114,773
Legal & professional charges	52,834	1,076	6,034	34,812	117	860	2,858	923	109,278	7,958	255	217,005
Medical fees	17,323	341	1,828	11,203	37	276	749	280	34,694	2,451	74	69,255
Auditors' fees, expenses, etc.												
(a) as auditor	210	5	30	157	1	4	19	5	481	38	1	950
(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	198	4	19	122	-	3	6	3	380	26	1	761
(d) Out of pocket expenses	-	-	-	-	-	-	-	-	-	-	-	-
Advertisement, Publicity and marketing	82,728	1,572	8,061	51,707	167	1,291	(151,725)	1,240	160,616	10,997	309	166,964
Interest & bank charges	4,318	86	476	2,846	9	70	212	73	8,798	632	20	17,538
Recruitment expenses	659	13	73	434	1	11	32	11	1,343	96	3	2,677
Information technology expenses	30,593	620	3,457	20,395	67	497	1,608	529	62,994	4,569	145	125,474
Goods and Service Tax/ Service Tax	(17)	-	-	88	-	-	-	-	(4)	-	-	67
Stamp duty on policies	8,725	638	2,038	128,036	-	110	4,176	3	32,449	500	1	176,676
Depreciation	39,747	796	4,381	26,203	86	641	1,951	671	81,011	5,819	182	161,488
Business promotion expenses	60,988	-	(1,128)	1,352	-	-	-	-	140,766	-	-	201,978
Other expenses	40,737	892	3,902	28,447	114	1,358	2,055	887	81,995	5,785	203	166,377
<b>Total</b>	<b>1,079,247</b>	<b>19,932</b>	<b>120,890</b>	<b>766,912</b>	<b>2,109</b>	<b>16,214</b>	<b>(100,700)</b>	<b>16,582</b>	<b>2,325,696</b>	<b>141,809</b>	<b>4,506</b>	<b>4,393,198</b>

**SBI LIFE INSURANCE COMPANY LIMITED**  
**SCHEDULES FORMING PART OF FINANCIAL STATEMENTS**

**L-6- Operating Expenses Schedule**

**For the period ended December 31, 2018**

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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	2,104,122	17,292	197,135	960,454	861	35,700	7,392	38,580	5,265,083	272,916	3,820	<b>8,903,356</b>
Travel, conveyance and vehicle running expenses	106,971	1,129	10,056	41,817	22	2,180	329	2,095	275,616	18,747	154	<b>459,115</b>
Training expenses	72,381	141	5,418	14,705	1	402	69	1,072	191,918	2,684	55	<b>288,847</b>
Rent, rates & taxes	137,382	1,070	10,156	97,923	141	1,740	651	1,060	209,867	9,785	466	<b>470,241</b>
Repairs	123,594	948	8,595	89,694	144	1,547	544	833	180,045	7,923	461	<b>414,328</b>
Printing & stationery	25,488	162	1,384	11,051	12	343	109	171	49,315	2,695	44	<b>90,775</b>
Communication expenses	101,767	845	7,544	102,521	100	1,263	801	683	157,852	6,882	330	<b>380,586</b>
Legal & professional charges	206,045	2,030	17,039	255,076	273	3,130	2,356	1,300	333,299	12,312	797	<b>833,658</b>
Medical fees	19,034	988	3,587	114,695	-	-	-	-	73,057	-	-	<b>211,361</b>
Auditors' fees, expenses, etc.												
(a) as auditor	1,071	12	110	711	1	14	4	4	1,823	96	3	<b>3,850</b>
(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	449	5	46	298	1	6	2	1	764	40	1	<b>1,614</b>
(d) Out of pocket expenses	39	-	4	26	-	1	-	-	67	4	-	<b>142</b>
Advertisement, Publicity and marketing	92,236	848	9,066	107,560	83	2,626	1,659	3,315	222,012	9,534	403	<b>449,347</b>
Interest & bank charges	14,053	216	1,461	9,348	19	217	49	46	23,880	1,406	42	<b>50,732</b>
Recruitment expenses	2,406	21	194	1,075	-	44	11	44	5,864	372	3	<b>10,035</b>
Information technology expenses	145,109	1,147	10,046	122,067	228	1,657	607	651	168,755	5,449	687	<b>456,404</b>
Goods and Service Tax/ Service Tax	29,882	258	1,936	26,863	59	422	88	121	32,833	930	172	<b>93,565</b>
Stamp duty on policies	18,907	981	3,563	302,614	-	346	2,960	15	72,570	143	-	<b>402,100</b>
Depreciation	179,099	1,414	12,563	144,743	257	2,121	758	973	226,269	8,379	796	<b>577,372</b>
Business promotion expenses	39,138	-	197	1,745	-	-	-	-	75,375	-	-	<b>116,455</b>
Other expenses	156,940	1,640	11,655	88,690	213	3,108	635	3,045	316,660	20,059	427	<b>603,073</b>
<b>Total</b>	<b>3,576,115</b>	<b>31,148</b>	<b>311,757</b>	<b>2,493,675</b>	<b>2,417</b>	<b>56,868</b>	<b>19,023</b>	<b>54,010</b>	<b>7,882,924</b>	<b>380,357</b>	<b>8,662</b>	<b>14,816,956</b>

**For the period ended December 31, 2017**

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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	1,894,464	31,465	173,989	1,043,406	3,312	26,220	38,200	23,549	3,683,161	212,777	5,457	<b>7,136,001</b>
Travel, conveyance and vehicle running expenses	118,615	2,172	10,532	71,388	229	1,810	2,636	1,625	222,526	14,685	377	<b>446,595</b>
Training expenses	45,876	490	6,186	17,376	52	408	595	367	106,377	3,314	85	<b>181,127</b>
Rent, rates & taxes	119,129	2,181	10,578	71,697	230	1,817	2,648	1,632	223,490	14,749	378	<b>448,529</b>
Repairs	107,049	1,960	9,505	64,427	206	1,633	2,379	1,467	200,827	13,253	340	<b>403,046</b>
Printing & stationery	22,258	407	1,976	13,396	43	340	495	305	41,757	2,756	71	<b>83,803</b>
Communication expenses	85,954	1,574	7,632	51,731	166	1,311	1,910	1,178	161,253	10,641	273	<b>323,622</b>
Legal & professional charges	167,804	3,072	14,899	100,992	323	2,560	3,730	2,299	314,805	20,775	533	<b>631,792</b>
Medical fees	42,164	772	3,744	25,376	81	643	937	578	79,102	5,220	134	<b>158,751</b>
Auditors' fees, expenses, etc.												
(a) as auditor	1,186	22	105	714	2	18	26	16	2,226	147	4	<b>4,467</b>
(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	301	6	27	181	1	5	7	4	565	37	1	<b>1,135</b>
(d) Out of pocket expenses	-	-	-	-	-	-	-	-	-	-	-	-
Advertisement, Publicity and marketing	144,008	2,636	12,786	86,670	278	2,197	3,201	1,973	270,163	17,829	457	<b>542,199</b>
Interest & bank charges	12,206	223	1,084	7,346	24	186	271	167	22,899	1,511	39	<b>45,956</b>
Recruitment expenses	1,872	34	166	1,127	4	29	42	26	3,512	232	6	<b>7,049</b>
Information technology expenses	93,978	1,721	8,344	56,560	181	1,434	2,089	1,288	176,306	11,635	298	<b>353,834</b>
Goods and Service Tax/ Service Tax	3,599	51	214	16,177	3	204	-	17	3,758	364	-	<b>24,387</b>
Stamp duty on policies	22,794	1,766	4,530	265,895	-	280	4,176	4	76,122	1,122	1	<b>376,690</b>
Depreciation	112,665	2,063	10,004	67,807	217	1,719	2,504	1,544	211,363	13,948	358	<b>424,191</b>
Business promotion expenses	88,890	-	(2,570)	1,799	-	-	-	-	185,717	-	-	<b>273,835</b>
Other expenses	124,190	2,514	11,149	80,291	331	2,423	2,672	2,335	236,969	16,023	442	<b>479,337</b>
<b>Total</b>	<b>3,209,004</b>	<b>55,128</b>	<b>284,880</b>	<b>2,044,356</b>	<b>5,682</b>	<b>45,236</b>	<b>68,520</b>	<b>40,373</b>	<b>6,222,897</b>	<b>361,017</b>	<b>9,254</b>	<b>12,346,345</b>