

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

L-6 - OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

For the quarter ended September 30, 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	6,88,066	13,137	64,408	3,36,664	1,044	9,547	8,991	8,069	12,58,526	74,722	1,612	24,64,787
Travel, conveyance and vehicle running expenses	42,310	878	3,875	23,133	73	652	572	548	75,244	5,076	110	1,52,470
Training expenses	17,338	204	2,044	5,602	16	148	139	125	35,260	1,160	25	62,061
Rent, rates & taxes	44,064	930	4,103	23,982	75	682	624	575	78,320	5,325	115	1,58,795
Repairs	39,797	835	3,684	21,695	68	615	554	518	70,750	4,797	104	1,43,417
Printing & stationery	6,849	154	682	3,585	11	106	114	90	12,017	849	18	24,476
Communication expenses	25,732	584	2,571	13,717	43	406	436	348	45,625	3,213	69	92,743
Legal & professional charges	52,143	1,172	5,165	28,198	87	820	865	701	92,483	6,483	140	1,88,259
Medical fees	13,753	286	1,262	7,515	24	212	187	178	24,457	1,652	36	49,562
Auditors' fees, expenses, etc.												
(a) as auditor	604	12	53	333	1	9	7	8	1,075	71	2	2,175
(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	51	1	5	28	-	1	1	1	91	6	-	184
(d) Out of pocket expenses	-	-	-	-	-	-	-	-	-	-	-	-
Advertisement, Publicity and marketing	43,242	828	3,663	24,132	76	654	1,54,924	540	77,092	5,013	108	3,10,271
Interest & bank charges	4,052	87	382	2,197	7	63	59	53	7,198	493	11	14,601
Recruitment expenses	452	11	49	235	1	7	9	6	799	59	1	1,629
Information technology expenses	30,474	669	2,949	16,403	51	477	477	405	54,095	3,748	81	1,09,829
Service tax	-17	-1	-1	117	-	-1	-	-	-14	-5	-	80
Stamp duty on policies	7,782	830	1,736	85,151	-	105	-	-1	24,435	438	-	1,20,477
Depreciation	38,604	816	3,602	20,999	66	598	549	504	68,611	4,670	101	1,39,119
Business promotion expenses	17,777	-	-918	439	-	-	-	-	30,151	-	-	47,449
Other expenses	41,456	1,008	4,629	24,559	104	292	613	767	79,567	5,733	159	1,58,887
Total	11,14,527	22,441	1,03,944	6,38,685	1,747	15,394	1,69,124	13,435	20,35,784	1,23,503	2,691	42,41,275

For the period ended September 30, 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	13,16,872	20,733	1,01,915	6,86,742	2,146	17,654	9,050	14,289	24,17,614	1,33,107	2,886	47,23,008
Travel, conveyance and vehicle running expenses	75,967	1,319	5,858	43,344	137	1,123	576	909	1,35,804	8,469	184	2,73,689
Training expenses	30,649	322	3,199	11,306	33	274	140	222	64,729	2,065	45	1,12,984
Rent, rates & taxes	82,788	1,438	6,384	47,236	149	1,224	628	991	1,47,998	9,229	200	2,98,264
Repairs	73,590	1,278	5,674	41,987	132	1,088	558	881	1,31,554	8,204	178	2,65,124
Printing & stationery	15,305	265	1,178	8,620	27	223	115	180	27,168	1,699	36	54,818
Communication expenses	57,970	1,007	4,470	33,075	104	857	439	694	1,03,630	6,463	140	2,08,849
Legal & professional charges	1,14,970	1,996	8,865	66,180	207	1,700	871	1,376	2,05,527	12,817	278	4,14,787
Medical fees	24,841	431	1,915	14,173	45	367	188	297	44,408	2,769	60	89,496
Auditors' fees, expenses, etc.												
(a) as auditor	976	17	75	557	2	14	7	12	1,745	109	2	3,517
(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	104	2	8	59	-	2	1	1	185	12	-	374
(d) Out of pocket expenses	-	-	-	-	-	-	-	-	-	-	-	-
Advertisement, Publicity and marketing	61,280	1,064	4,725	34,964	110	906	1,54,926	733	1,09,547	6,832	148	3,75,235
Interest & bank charges	7,888	137	608	4,500	14	117	60	94	14,101	879	19	28,417
Recruitment expenses	1,213	21	94	692	2	18	9	15	2,169	135	3	4,372
Information technology expenses	63,386	1,101	4,888	36,165	114	937	480	759	1,13,312	7,066	153	2,28,361
Service tax	3,616	51	214	16,089	3	204	-	17	3,762	364	-	24,320
Stamp duty on policies	14,069	1,128	2,492	1,37,859	-	170	-	1	43,672	622	-	2,00,013
Depreciation	72,918	1,266	5,623	41,604	131	1,078	553	873	1,30,352	8,129	176	2,62,703
Business promotion expenses	27,902	-	-1,442	447	-	-	-	-	44,951	-	-	71,857
Other expenses	83,722	1,667	7,344	52,535	230	1,100	617	1,517	1,59,680	10,774	299	3,19,485
Total	21,30,025	35,241	1,64,086	12,78,135	3,586	29,057	1,69,219	23,860	39,01,908	2,19,745	4,808	79,59,672

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

L-6 - OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

For the quarter ended September 30, 2016

(₹ '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	5,70,514	10,724	31,180	4,34,789	3,894	6,116	68	14,473	11,41,412	94,336	3,582	23,11,087
Travel, conveyance and vehicle running expenses	36,165	748	1,650	30,804	277	473	5	1,065	62,516	5,965	256	1,39,925
Training expenses	11,035	210	572	8,643	78	164	2	316	21,453	1,839	72	44,385
Rent, rates & taxes	35,812	742	1,591	30,197	270	371	4	979	62,921	5,908	248	1,39,043
Repairs	22,811	473	1,012	19,226	172	233	3	621	40,108	3,764	158	88,581
Printing & stationery	9,673	200	446	8,275	75	137	1	293	16,610	1,595	69	37,373
Communication expenses	30,003	624	1,297	25,045	223	229	3	757	53,555	4,952	204	1,16,892
Legal & professional charges	52,771	1,094	2,342	44,485	398	542	7	1,439	92,760	8,707	365	2,04,911
Medical fees	13,527	281	606	11,482	104	179	2	401	23,173	2,238	96	52,089
Auditors' fees, expenses, etc.												
(a) as auditor	444	9	21	385	4	8		15	743	73	3	1,705
(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	43	1	1	30					95	7		175
(d) Out of pocket expenses	-	-	-	-	-	-	-	-	-	-	-	-
Advertisement, Publicity and marketing	28,013	582	1,210	23,373	208	210	3	704	50,043	4,623	190	1,09,159
Interest & bank charges	2,864	59	129	2,429	20	32		81	5,032	475	20	11,141
Recruitment expenses	345	7	15	288	3	3		9	615	57	2	1,343
Information technology expenses	24,696	514	1,058	20,543	182	166	3	606	44,321	4,076	167	96,331
Service tax *	4,118	49	287	3,053	6	126		8	5,709	362		13,717
Stamp duty on policies	14,217	289	660	52,422	111	249	2	450	24,272	2,328	103	95,102
Depreciation	29,252	605	1,335	24,916	224	383	4	861	50,569	4,825	207	1,13,180
Business promotion expenses	52,222	72	11,375	561		114		-	3,40,734	4,051		4,09,129
Other expenses	34,979	826	1,646	32,387	312	621	4	1,221	72,796	6,432	272	1,51,499
Total	9,73,502	18,108	58,433	7,73,332	6,560	10,356	112	24,298	21,09,438	1,56,611	6,014	41,36,765

For the period ended September 30, 2016

(₹ '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	11,29,625	21,158	63,348	9,09,859	8,406	26,517	218	39,789	19,64,608	1,84,592	7,861	43,55,980
Travel, conveyance and vehicle running expenses	67,991	1,389	3,474	60,556	561	1,735	15	2,653	1,08,766	11,198	524	2,58,863
Training expenses	18,704	349	1,139	15,060	139	437	4	659	33,808	2,968	130	73,397
Rent, rates & taxes	74,259	1,518	3,794	66,138	612	1,895	16	2,898	1,18,793	12,230	573	2,82,726
Repairs	47,499	971	2,427	42,305	392	1,212	10	1,854	75,985	7,823	366	1,80,843
Printing & stationery	17,428	356	890	15,524	144	445	4	680	27,879	2,870	134	66,355
Communication expenses	67,954	1,389	3,472	60,523	560	1,734	15	2,652	1,08,707	11,192	524	2,58,721
Legal & professional charges	1,09,711	2,242	5,605	97,713	904	2,800	24	4,281	1,75,505	18,069	846	4,17,700
Medical fees	25,307	519	1,272	22,478	209	648	5	990	40,214	4,180	196	96,017
Auditors' fees, expenses, etc.												
(a) as auditor	669	14	34	596	6	17		26	1,070	110	5	2,547
(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	228	5	12	203	2	6		9	364	38	2	867
(d) Out of pocket expenses	-	-	-	-	-	-	-	-	-	-	-	-
Advertisement, Publicity and marketing	63,712	1,302	3,255	56,745	525	1,626	14	2,486	1,01,921	10,493	491	2,42,570
Interest & bank charges	5,768	117	296	5,148	44	148	1	226	9,266	954	45	22,013
Recruitment expenses	776	16	40	691	6	20		30	1,241	128	6	2,953
Information technology expenses	57,565	1,176	2,941	51,270	475	1,469	12	2,246	92,086	9,481	444	2,19,165
Service tax *	6,984	79	431	13,525	10	258		19	7,756	532		29,593
Stamp duty on policies	24,329	489	1,233	1,17,193	201	683	5	967	38,895	3,978	188	1,88,163
Depreciation	55,010	1,124	2,810	48,995	454	1,404	12	2,147	88,000	9,060	424	2,09,440
Business promotion expenses	1,16,341	88	24,155	721		135		-	5,18,076	4,563		6,64,077
Other expenses	72,289	1,669	3,856	69,699	694	2,321	10	3,271	1,31,542	13,029	623	2,99,003
Total	19,62,149	35,967	1,24,483	16,54,940	14,343	45,512	363	67,885	36,44,483	3,07,485	13,382	78,70,991