

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

SCHEDULE - 3
OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

For the quarter ended March 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	4,08,515	-8,363	8,362	85,078	-7,271	4,578	-50	-8,438	15,36,842	-84,364	-6,348	19,28,541
Travel, conveyance and vehicle running expenses	22,527	-545	809	4,373	-484	278	-3	-592	96,892	-4,032	-423	1,16,799
Training expenses	14,089	36	-419	10,638	-82	326	1	208	17,636	834	-67	43,200
Rent, rates & taxes	29,033	-538	1,098	8,141	-516	392	-3	-525	1,15,671	-3,888	-449	1,48,415
Repairs	19,627	-358	744	5,589	-345	266	-2	-347	77,882	-2,584	-301	1,00,172
Printing & stationery	5,410	-141	-134	1,600	-135	100	-1	-139	15,657	-1,022	-117	21,079
Communication expenses	33,785	-407	1,352	12,822	-456	501	-2	-293	1,22,295	-2,775	-394	1,66,426
Legal & professional charges	44,574	-760	1,708	21,668	-749	615	-4	-711	1,73,904	-5,446	-652	2,34,147
Medical fees	8,424	-254	308	1,005	-214	92	-1	-296	39,389	-1,913	-188	46,353
Auditors' fees, expenses, etc.												
(a) as auditor	146	-6	5	-2	-4	1		-7	738	-42	-4	825
(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 (refer note no. 21(h) of Schedule	24	-3		-33	-2			-4	244	-24	-2	200
(d) Out of pocket expenses												
Advertisement, Publicity and marketing	2,04,713	-891	-623	-16,747	-548	-309	-7	-1,359	28,707	-7,224	-490	2,05,221
Interest & bank charges	3,730	-29	146	1,555	-35	55		-14	12,240	-197	-35	17,417
Recruitment expenses	756	-5	32	353	-7	12			2,493	-27	-6	3,599
Information technology expenses	27,750	-353	1,104	10,243	-387	407	-2	-268	1,01,512	-2,430	-335	1,37,242
Service tax *	5,731	74	408	4,954	11	176		15	10,072	461		21,904
Stamp duty on policies	-15,405	-205	-136	1,45,867	-303	-500	-8	-1,441	27,478	-6,569	-283	1,48,495
Depreciation	29,559	-344	1,187	11,404	-391	440	-2	-239	1,06,316	-2,331	-338	1,45,263
Business promotion expenses	1,58,317	-305	-940	48,195	-	-		2,264.8	4,55,417	-21,034	-	6,39,654
Other expenses	44,347	-227	2,004	21,860	-447	890	4	176	1,54,163	-1,337	-371	2,21,062
Total	10,45,653	-13,623	17,015	3,78,562	-12,367	8,320	-78	-14,275	30,95,549	-1,45,944	-10,801	43,48,011

For the year ended March 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	19,57,466	22,167	92,134	13,60,961	4,651	35,654	250	48,039	44,98,909	2,02,403	4,742	82,27,377
Travel, conveyance and vehicle running expenses	1,17,945	1,452	5,685	88,662	305	2,335	16	3,146	2,65,604	13,254	311	4,98,713
Training expenses	38,496	509	1,751	30,776	107	818	6	1,102	61,581	4,643	109	1,59,897
Rent, rates & taxes	1,32,984	1,637	6,410	99,967	343	2,632	18	3,547	2,99,471	14,944	350	5,62,304
Repairs	89,250	1,098	4,302	67,091	230	1,767	12	2,380	2,00,984	10,029	235	3,77,380
Printing & stationery	32,472	426	1,249	25,511	89	684	5	921	63,506	3,880	91	1,28,833
Communication expenses	1,29,309	1,591	6,233	97,204	334	2,560	18	3,449	2,91,194	14,531	340	5,46,763
Legal & professional charges	1,96,553	2,419	9,474	1,55,921	508	3,891	27	5,242	4,42,624	22,087	518	8,39,264
Medical fees	49,745	612	2,398	37,395	128	985	7	1,327	1,12,023	5,590	131	2,10,341
Auditors' fees, expenses, etc.												
(a) as auditor	994	12	48	747	3	20		26	2,237	112	3	4,201
(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 (refer note no. 21(h) of Schedule	415	5	20	312	1	8		11	934	47	1	1,754
(d) Out of pocket expenses												
Advertisement, Publicity and marketing	2,97,743	1,055	4,131	65,432	221	1,696	12	2,285	1,93,196	9,629	226	5,75,626
Interest & bank charges	12,367	151	590	9,197	32	242	2	326	27,574	1,375	32	51,887
Recruitment expenses	2,390	29	115	1,796	6	47		64	5,382	269	6	10,105
Information technology expenses	1,08,405	1,334	5,225	81,491	280	2,146	15	2,891	2,44,121	12,182	285	4,58,375
Service tax *	16,835	202	1,159	21,027	29	539	7	42	26,126	1,549	1	67,515
Stamp duty on policies	21,151	547	1,719	3,10,837		383		15	92,007			4,26,659
Depreciation	1,11,725	1,375	5,385	83,986	288	2,212	15	2,980	2,51,596	12,555	294	4,72,411
Business promotion expenses	3,48,269		43,696	50,440	-	-		-	17,20,102			21,62,507
Other expenses	1,52,410	2,323	7,801	1,25,168	583	3,977	21	5,131	3,65,129	19,872	561	6,82,976
Total	38,16,923	38,943	1,99,525	27,13,919	8,139	62,595	432	82,925	91,84,301	3,48,949	8,236	1,64,64,886

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

SCHEDULE - 3
OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

For the quarter ended March 31, 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	4,60,419	9,823	33,636	3,81,490	4,268	3,283	-34	9,523	8,25,731	57,496	2,428	17,88,062
Travel, conveyance and vehicle running expenses	35,742	820	2,538	30,234	347	286	1	742	60,014	4,278	204	1,35,206
Training expenses	18,114	401	-458	12,777	151	166	2	302	35,642	2,523	93	69,713
Rent, rates & taxes	38,814	893	2,756	32,795	377	313	1	804	64,968	4,635	222	1,46,577
Repairs	29,658	685	2,106	25,022	288	241	1	612	49,441	3,532	170	1,11,756
Printing & stationery	17,314	427	1,229	14,211	171	163	3	336	26,705	1,951	106	62,615
Communication expenses	37,165	846	2,639	31,536	360	293		776	62,935	4,476	210	1,41,237
Legal & professional charges	60,121	1,415	4,268	50,340	587	510	5	1,220	98,144	7,052	351	2,24,013
Medical fees	13,835	328	965	11,564	136	119	1	281	22,397	1,627	81	51,334
Auditors' fees, expenses, etc.												
(a) as auditor	200	4	14	180	2	1		5	391	27	1	825
(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 (refer note no. 21(h) of Schedule	26		2	31				1	93	6		159
(d) Out of pocket expenses												
Advertisement, Publicity and marketing	71,978	1,799	5,107	58,704	712	697	16	1,378	1,08,988	8,007	446	2,57,833
Interest & bank charges	4,992	120	355	4,124	47	46	1	98	7,824	569	30	18,208
Recruitment expenses	1,264	31	90	1,045	12	11		25	1,989	144	8	4,619
Information technology expenses	26,100	579	1,854	22,376	251	193	-2	557	45,445	3,207	144	1,00,704
Service tax *	9,234	141	872	-33,904	21	-30	30	10	9,323	439	-5	-13,870
Stamp duty on policies	34,929	888	2,465	2,97,466	347	385	10	655	51,063	3,785	223	3,92,216
Depreciation	-27,688	-855	-1,959	-20,168	-289	-401	-23	-402	-28,797	-2,406	-212	-83,202
Business promotion expenses	2,28,804	615	37,873	2,407	2	617		0.0	5,46,369	21,466	0.0	8,38,152
Other expenses	59,283	1,525	3,945	51,794	630	738	7	1,410	1,00,691	7,255	387	2,27,666
Total	11,20,304	20,484	1,00,297	9,74,023	8,420	7,630	19	18,334	20,89,358	1,30,069	4,886	44,73,824

For the year ended March 31, 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	20,71,414	54,542	1,52,689	15,63,504	20,152	23,182	898	34,754	28,16,567	2,12,345	13,439	69,63,485
Travel, conveyance and vehicle running expenses	1,38,737	3,772	9,834	1,08,651	1,401	1,593	62	2,417	1,85,599	14,177	934	4,67,177
Training expenses	91,112	1,249	16,507	35,217	453	543	20	781	1,71,572	5,434	302	3,23,190
Rent, rates & taxes	1,48,943	4,049	10,557	1,16,644	1,504	1,710	67	2,594	1,99,253	15,220	1,003	5,01,546
Repairs	1,12,100	3,048	7,946	87,790	1,132	1,287	50	1,953	1,49,965	11,455	755	3,77,480
Printing & stationery	47,226	1,284	3,347	36,985	477	542	21	823	63,178	4,826	318	1,59,027
Communication expenses	1,48,750	5,701	14,863	1,16,493	1,502	1,707	67	2,591	1,98,995	15,200	1,002	5,00,895
Legal & professional charges	2,09,697	5,701	14,863	1,64,223	2,118	2,407	94	3,653	2,80,528	21,428	1,412	7,06,124
Medical fees	47,744	1,303	3,326	37,323	484	550	22	835	63,520	4,898	323	1,60,327
Auditors' fees, expenses, etc.												
(a) as auditor	1,242	34	88	973	13	14	1	22	1,661	127	8	4,182
(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 (refer note no. 21(h) of Schedule	518	14	37	406	5	6		9	693	53	3	1,744
(d) Out of pocket expenses	1			1					1			3
Advertisement, Publicity and marketing	1,79,181	4,872	12,700	1,40,324	1,810	2,057	81	3,121	2,39,704	18,309	1,207	6,03,365
Interest & bank charges	14,470	388	1,029	11,349	140	166	7	253	19,427	1,484	98	48,811
Recruitment expenses	3,777	103	268	2,958	38	43	2	66	5,052	386	25	12,718
Information technology expenses	1,14,992	3,126	8,151	90,055	1,161	1,320	52	2,003	1,53,834	11,750	775	3,87,219
Service tax *	11,785	214	1,053	46,068	50	69	34	51	12,586	690	13	72,613
Stamp duty on policies	72,276	1,950	5,090	3,86,167	730	1,017	33	1,279	96,519	7,347	492	5,72,900
Depreciation	41,915	1,140	2,971	32,825	423	481	19	730	56,073	4,283	282	1,41,143
Business promotion expenses	5,40,845	1,287	1,13,851	4,528	3	1,212	()	()	11,54,183	36,595	()	18,52,505
Other expenses	2,04,204	5,590	17,257	1,61,501	2,168	3,211	88	4,090	3,03,706	21,581	1,443	7,24,839
Total	42,00,927	97,710	3,92,107	31,43,981	35,767	43,117	1,617	62,024	61,72,617	4,07,587	23,836	1,45,81,291