

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

**SCHEDULE -3**  
**OPERATING EXPENSES RELATED TO INSURANCE BUSINESS**

(₹ '000)

**For the period ended September 30, 2015**

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	11,03,815	30,094	82,198	8,46,272	10,882	14,508	783	15,312	12,79,091	97,652	7,469	<b>34,88,074</b>
Travel, conveyance and vehicle running expenses	63,237	1,804	4,558	51,289	660	862	47	929	73,152	5,577	453	<b>2,02,569</b>
Training expenses	37,892	440	9,570	12,512	161	210	12	227	59,901	1,361	111	<b>1,22,395</b>
Rent, rates & taxes	72,162	2,059	5,202	58,528	753	984	54	1,060	83,478	6,364	517	<b>2,31,162</b>
Repairs	54,159	1,545	3,904	43,926	565	738	41	796	62,651	4,777	388	<b>1,73,489</b>
Printing & stationery	17,493	499	1,261	14,188	183	238	13	257	20,236	1,543	125	<b>56,038</b>
Communication expenses	71,607	2,043	5,162	58,078	748	976	54	1,052	82,835	6,315	513	<b>2,29,383</b>
Legal & professional charges	1,01,368	2,892	7,307	82,216	1,058	1,382	76	1,489	1,17,263	8,940	726	<b>3,24,718</b>
Medical fees	21,108	604	1,494	17,090	221	289	16	311	24,323	1,869	152	<b>67,477</b>
Auditors' fees, expenses, etc.												
(a) as auditor	790	23	57	641	8	11	1	12	914	70	6	<b>2,530</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 (refer note no. 21(h) of Schedule	285	8	21	231	3	4		4	330	25	2	<b>913</b>
(d) Out of pocket expenses	1			1					1			<b>2</b>
Advertisement, Publicity and marketing	73,524	2,098	5,300	59,632	768	1,002	55	1,080	85,052	6,484	527	<b>2,35,522</b>
Interest & bank charges	5,997	168	434	4,874	60	82	5	88	6,962	531	43	<b>19,243</b>
Recruitment expenses	1,892	54	136	1,535	20	26	1	28	2,189	167	14	<b>6,061</b>
Information technology expenses	59,680	1,703	4,302	48,405	623	813	45	877	69,038	5,264	428	<b>1,91,177</b>
Service tax *	22		18,195	43,857	2,030	10	1	22	96	3		<b>64,236</b>
Stamp duty on policies	22,040	623	1,575	70,668	231	406	17	335	25,458	1,933	160	<b>1,23,446</b>
Depreciation	42,889	1,224	3,092	34,786	448	585	32	630	49,614	3,783	307	<b>1,37,388</b>
Business promotion expenses	1,24,543	412	22,119	-55,300	1	347	-10	(0)	1,67,045	6,587	(0)	<b>2,65,744</b>
Other expenses	94,805	2,529	10,326	72,785	987	1,654	62	1,553	1,27,402	8,375	670	<b>3,21,148</b>
	<b>19,69,309</b>	<b>50,822</b>	<b>1,86,211</b>	<b>14,66,211</b>	<b>20,409</b>	<b>25,126</b>	<b>1,304</b>	<b>26,062</b>	<b>23,37,029</b>	<b>1,67,619</b>	<b>12,610</b>	<b>62,62,714</b>

**For the period ended September 30, 2014**

(₹ '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	9,59,296	20,870	77,620	7,87,694	12,674	20,633	986	1,682	8,90,043	83,334	10,659	<b>28,65,480</b>
Travel, conveyance and vehicle running expenses	56,952	1,253	4,577	48,186	783	1,250	61	104	53,792	4,962	659	<b>1,72,579</b>
Training expenses	22,748	501	1,828	19,260	313	500	24	42	21,495	1,982	263	<b>68,956</b>
Rent, rates & taxes	81,877	1,801	6,581	69,275	1,126	1,797	88	149	77,335	7,134	947	<b>2,48,110</b>
Repairs	44,458	978	3,573	37,615	611	976	48	81	41,991	3,873	514	<b>1,34,719</b>
Printing & stationery	23,745	518	1,895	19,912	324	517	25	43	22,232	2,050	272	<b>71,532</b>
Communication expenses	62,968	1,385	5,061	53,276	866	1,382	67	115	59,475	5,486	728	<b>1,90,810</b>
Legal & professional charges	90,108	1,982	7,242	76,239	1,239	1,978	96	165	85,109	7,851	1,042	<b>2,73,050</b>
Medical fees	12,535	279	985	10,605	174	278	12	23	11,891	1,105	147	<b>38,035</b>
Auditors' fees, expenses, etc.												
(a) as auditor	759	17	61	642	10	17	1	1	717	66	9	<b>2,300</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 (refer note no. 22(h) of Schedule	255	6	20	216	4	6			241	22	3	<b>773</b>
(d) Out of pocket expenses	15		1	13					14	1		<b>45</b>
Advertisement, Publicity and marketing	37,368	822	3,003	31,616	514	820	40	68	35,295	3,256	432	<b>1,13,234</b>
Interest & bank charges	7,297	108	350	4,701	112	112	-219	8	4,112	379	50	<b>17,010</b>
Recruitment expenses	1,195	26	96	1,011	16	26	1	2	1,129	104	14	<b>3,621</b>
Information technology expenses	54,068	1,189	4,345	45,746	744	1,187	58	99	51,068	4,711	625	<b>1,63,840</b>
Service tax	62	1	6,424	12,035	687	6	27	28	88	8	1	<b>19,367</b>
Stamp duty on policies	21,566	457	1,712	27,214	299	690	23	58	20,358	1,875	252	<b>74,504</b>
Depreciation	65,735	1,446	5,283	55,617	904	1,443	70	120	62,088	5,727	760	<b>1,99,193</b>
Business promotion expenses	1,43,772	697	60,448	12,230	2	472	1	11.8	1,04,682	3,544	74.5	<b>3,25,847</b>
Other expenses	91,085	2,194	7,257	82,795	1,412	2,575	99	383	97,566	9,306	1,113	<b>2,95,784</b>
	<b>17,77,863</b>	<b>36,530</b>	<b>1,98,363</b>	<b>13,95,886</b>	<b>22,815</b>	<b>36,663</b>	<b>1,508</b>	<b>3,172</b>	<b>16,40,722</b>	<b>1,46,776</b>	<b>18,492</b>	<b>52,78,790</b>

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

**SCHEDULE -3**  
**OPERATING EXPENSES RELATED TO INSURANCE BUSINESS**

(₹ '000)

For the quarter ended September 30, 2015

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	6,56,032	17,898	47,325	2,92,405	5,130	6,009	479	814	7,52,236	61,475	4,355	18,44,158
Travel, conveyance and vehicle running expenses	40,948	1,173	2,890	22,283	359	423	32	169	46,678	3,757	290	1,19,000
Training expenses	31,923	271	9,123	4,744	80	93	7	23	52,811	873	67	1,00,016
Rent, rates & taxes	41,672	1,195	2,919	18,849	341	383	32	21	47,261	3,874	294	1,16,841
Repairs	31,388	900	2,199	14,293	257	289	24	19	35,603	2,916	221	88,112
Printing & stationery	11,019	316	776	5,763	95	111	9	36	12,546	1,014	78	31,763
Communication expenses	42,616	1,222	2,992	20,351	356	405	33	64	48,400	3,947	301	1,20,685
Legal & professional charges	55,626	1,596	3,883	22,689	440	480	44	-70	62,931	5,204	391	1,53,214
Medical fees	12,983	373	898	6,476	111	128	10	33	14,667	1,201	92	36,971
Auditors' fees, expenses, etc.												
(a) as auditor	590	17	42	380	6	7		5	676	53	4	1,780
(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	100	3	7	-9				-2	111	10	1	221
(d) Out of pocket expenses												
Advertisement, Publicity and marketing	38,482	1,105	2,677	14,031	294	312	30	-114	43,430	3,622	270	1,04,138
Interest & bank charges	3,497	99	246	1,612	28	32	3	3	3,982	326	25	9,853
Recruitment expenses	1,062	30	74	455	9	9	1		1,203	99	7	2,949
Information technology expenses	31,604	907	2,200	11,868	243	260	25	-80	35,690	2,970	222	85,910
Service tax *	23		9,780	23,793	918		1	13	69	2		34,599
Stamp duty on policies	15,388	436	1,085	34,261	140	212	12	98	17,574	1,391	111	70,707
Depreciation	25,456	730	1,787	12,099	212	241	20	36	28,907	2,359	180	72,025
Business promotion expenses	67,692	320	3,862	-55,540	1	272	-10	0	88,815	5,679	0	1,11,090
Other expenses	60,449	1,468	7,756	25,711	460	718	38	217	81,822	4,994	373	1,84,004
	11,68,551	30,058	1,02,520	4,76,512	9,479	10,386	789	1,283	13,75,410	1,05,766	7,282	32,88,036

For the quarter ended September 30, 2014

(₹ '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	4,86,647	11,283	39,699	3,50,451	5,708	10,019	581	609	4,63,526	46,250	5,532	14,20,305
Travel, conveyance and vehicle running expenses	31,219	728	2,553	23,767	390	661	38	43	30,103	2,920	370	92,792
Training expenses	12,506	291	1,023	9,540	157	265	15	17	12,066	1,169	148	37,198
Rent, rates & taxes	44,022	1,028	3,603	33,351	548	931	54	60	42,484	4,130	522	1,30,733
Repairs	22,267	525	1,828	16,557	273	468	28	29	21,562	2,113	265	65,913
Printing & stationery	11,704	276	959	8,660	143	245	15	15	11,313	1,110	139	34,576
Communication expenses	29,536	703	2,431	21,550	355	617	38	36	28,696	2,833	353	87,148
Legal & professional charges	45,344	1,068	3,721	33,759	556	953	57	59	43,899	4,299	539	1,34,254
Medical fees	7,190	168	579	5,534	92	154	7	10	6,951	674	86	21,446
Auditors' fees, expenses, etc.												
(a) as auditor	517	12	42	413	7	11	1	1	494	47	6	1,550
(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 (refer note no. 21(h) of Schedule	48	1	4	19		1			50	6	1	131
(d) Out of pocket expenses	7		1	5					7	1		21
Advertisement, Publicity and marketing	18,622	439	1,529	13,827	228	391	23	24	18,037	1,768	222	55,111
Interest & bank charges	3,375	58	201	2,256	51	48	4	3	2,370	229	29	8,625
Recruitment expenses	482	12	40	335	6	10	1	1	472	48	6	1,411
Information technology expenses	27,097	639	2,224	20,151	332	569	34	35	26,238	2,571	322	80,213
Service tax *	62	1	3,590	9,382	344	4		14	71	6	1	13,476
Stamp duty on policies	13,048	289	1,057	13,853	167	404	15	31	12,531	1,204	155	42,754
Depreciation	37,735	874	3,081	29,046	476	802	45	54	36,311	3,505	446	1,12,376
Business promotion expenses	98,381	280	43,580	4,475	1	214		11.8	76,664	2,204	74.5	2,25,800
Other expenses	50,197	1,267	4,061	41,141	710	1,360	61	210	54,077	5,279	627	1,58,989
	9,40,005	19,944	1,15,805	6,38,072	10,541	18,129	1,018	1,254	8,87,923	82,365	9,766	27,24,821