

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

SCHEDULE - 3
OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

For the period ended December 31, 2015

(₹ '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	16,10,995	44,720	1,19,052	11,82,013	15,884	19,899	932	25,230	19,90,836	1,54,849	11,011	51,75,422
Travel, conveyance and vehicle running expenses	1,02,995	2,952	7,296	78,417	1,054	1,306	62	1,675	1,25,585	9,899	731	3,31,971
Training expenses	72,999	848	16,965	22,440	302	377	18	479	1,35,930	2,911	209	2,53,477
Rent, rates & taxes	1,10,130	3,156	7,801	83,849	1,127	1,396	66	1,791	1,34,285	10,584	782	3,54,969
Repairs	82,441	2,363	5,840	62,768	844	1,045	50	1,341	1,00,524	7,923	585	2,65,723
Printing & stationery	29,912	857	2,119	22,774	306	379	18	486	36,473	2,875	212	96,413
Communication expenses	1,11,585	3,198	7,904	84,957	1,142	1,415	67	1,815	1,36,059	10,724	792	3,59,658
Legal & professional charges	1,49,576	4,287	10,595	1,13,882	1,531	1,897	90	2,432	1,82,383	14,375	1,062	4,82,111
Medical fees	33,909	975	2,361	25,758	348	432	20	553	41,123	3,271	242	1,08,993
Auditors' fees, expenses, etc.												
(a) as auditor	1,042	30	74	793	11	13	1	17	1,270	100	7	3,357
(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	491	14	35	374	5	6		8	599	47	3	1,584
(d) Out of pocket expenses	1			1					1			3
Advertisement, Publicity and marketing	1,07,202	3,072	7,594	81,620	1,098	1,359	64	1,743	1,30,716	10,303	761	3,45,533
Interest & bank charges	9,478	268	674	7,224	94	120	6	155	11,603	915	68	30,603
Recruitment expenses	2,513	72	178	1,913	26	32	2	41	3,064	241	18	8,099
Information technology expenses	88,892	2,548	6,297	67,679	910	1,127	53	1,446	1,08,389	8,543	631	2,86,515
Service tax *	2,574	73	28,940	80,002	2,346	99	5	79	3,263	251	18	1,17,650
Stamp duty on policies	37,347	1,062	2,625	88,701	383	633	23	625	45,456	3,563	269	1,80,685
Depreciation	69,603	1,995	4,930	52,994	713	883	42	1,132	84,870	6,689	494	2,24,345
Business promotion expenses	3,12,041	672	75,978	2,121	2	595		()	6,07,815	15,129	()	10,14,352
Other expenses	1,44,921	4,065	13,312	1,09,707	1,538	2,473	80	2,680	2,03,015	14,326	1,056	4,97,173
Total	30,80,646	77,226	3,20,569	21,69,988	29,664	35,487	1,598	43,728	40,83,259	2,77,519	18,950	1,01,38,635

For the period ended December 31, 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	14,07,358	38,781	1,31,429	11,06,631	19,060	23,456	1,086	2,932	14,50,773	1,21,271	22,033	43,24,810
Travel, conveyance and vehicle running expenses	86,825	2,446	8,152	70,653	1,228	1,467	70	189	90,731	7,418	1,420	2,70,597
Training expenses	47,726	1,138	4,105	29,398	466	732	27	72	44,807	4,372	538	1,33,380
Rent, rates & taxes	1,17,215	3,302	11,005	95,382	1,658	1,980	94	255	1,22,488	10,014	1,917	3,65,311
Repairs	67,951	1,914	6,380	55,294	961	1,148	55	148	71,008	5,805	1,111	2,11,776
Printing & stationery	32,626	913	3,046	26,383	459	548	26	71	33,882	2,769	530	1,01,252
Communication expenses	99,029	2,789	9,298	80,584	1,401	1,673	80	216	1,03,484	8,460	1,620	3,08,634
Legal & professional charges	1,38,000	3,887	12,957	1,12,296	1,952	2,331	111	300	1,44,208	11,790	2,257	4,30,089
Medical fees	19,736	561	1,825	16,056	282	337	15	43	20,681	1,703	326	61,563
Auditors' fees, expenses, etc.												
(a) as auditor	979	28	92	796	14	17	1	2	1,023	84	16	3,050
(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	450	13	42	367	6	8	-	1	471	38	7	1,404
(d) Out of pocket expenses	16	-	1	13	-	-	-	-	16	1	-	48
Advertisement, Publicity and marketing	86,449	2,435	8,117	70,347	1,223	1,460	70	188	90,338	7,386	1,414	2,69,426
Interest & bank charges	10,212	218	693	7,017	156	131	(218)	16	7,713	631	121	26,690
Recruitment expenses	2,008	57	189	1,634	28	34	2	4	2,099	172	33	6,260
Information technology expenses	74,516	2,099	6,996	60,637	1,054	1,259	60	162	77,868	6,366	1,219	2,32,237
Service tax *	394	11	10,797	22,978	913	12	27	10	473	37	6	35,660
Stamp duty on policies	35,301	978	3,288	43,765	502	845	28	128	36,746	3,004	584	1,25,170
Depreciation	95,212	2,682	8,939	77,478	1,347	1,609	77	207	99,495	8,134	1,557	2,96,737
Business promotion expenses	2,89,250	936	1,38,248	14,733	3,087.5	783	1	13.6	3,00,559	6,934	102.4	7,51,447
Other expenses	1,36,667	4,107	12,697	1,19,501	2,154	3,153	112	845	1,60,343	13,761	2,292	4,55,633
Total	27,47,919	69,295	3,78,296	20,11,945	34,867	42,983	1,723	5,790	28,59,205	2,20,150	39,001	84,11,173

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

SCHEDULE -3
OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

(₹ '000)

For the quarter ended December 31, 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	5,07,180	14,626	36,855	3,35,741	5,003	5,391	149	9,918	7,11,745	57,197	3,542	16,87,348
Travel, conveyance and vehicle running expenses	39,758	1,148	2,737	27,128	394	444	14	746	52,433	4,321	278	1,29,402
Training expenses	35,107	408	7,395	9,928	141	166	6	252	76,029	1,550	99	1,31,082
Rent, rates & taxes	37,967	1,098	2,599	25,321	374	413	12	731	50,808	4,220	264	1,23,807
Repairs	28,283	818	1,936	18,842	279	307	9	545	37,873	3,147	197	92,234
Printing & stationery	12,419	358	858	8,586	124	141	5	229	16,237	1,332	87	40,375
Communication expenses	39,977	1,155	2,742	26,879	395	439	13	763	53,224	4,409	279	1,30,275
Legal & professional charges	48,208	1,395	3,288	31,666	473	515	14	943	65,121	5,435	335	1,57,393
Medical fees	12,801	371	867	8,669	127	143	5	242	16,800	1,402	90	41,516
Auditors' fees, expenses, etc.												
(a) as auditor	252	7	17	152	2	2		5	356	30	2	827
(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	207	6	14	143	2	2		4	270	22	1	672
(d) Out of pocket expenses												1
Advertisement, Publicity and marketing	33,679	975	2,294	21,988	330	357	9	663	45,663	3,819	234	1,10,011
Interest & bank charges	3,481	100	240	2,350	33	38	1	66	4,641	384	24	11,360
Recruitment expenses	621	18	42	379	6	6		13	875	75	4	2,038
Information technology expenses	29,211	845	1,995	19,275	287	314	9	569	39,351	3,280	203	95,338
Service tax *	2,552	73	10,745	36,145	316	89	4	57	3,168	248	18	53,414
Stamp duty on policies	15,307	438	1,050	18,033	152	226	6	290	19,998	1,630	109	57,239
Depreciation	26,715	771	1,839	18,208	265	298	10	502	35,256	2,907	187	86,957
Business promotion expenses	1,87,498	260	53,859	57,421	1	249	10	0	4,40,770	8,541	0.0	7,48,609
Other expenses	50,116	1,536	2,986	36,923	551	819	18	1,127	75,612	5,951	386	1,76,025
	11,11,337	26,405	1,34,358	7,03,777	9,255	10,361	294	17,665	17,46,229	1,09,899	6,340	38,75,921

For the quarter ended December 31, 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	4,48,063	17,911	53,809	3,18,948	6,385	2,824	100	1,249	5,60,730	37,937	11,374	14,59,330
Travel, conveyance and vehicle running expenses	29,873	1,193	3,575	22,467	445	217	9	85	36,939	2,456	761	98,019
Training expenses	24,977	637	2,277	10,139	153	233	2	30	23,311	2,390	275	64,424
Rent, rates & taxes	35,337	1,501	4,425	26,107	532	183	7	106	45,153	2,880	970	1,17,201
Repairs	23,493	936	2,807	17,680	350	172	7	67	29,017	1,932	597	77,057
Printing & stationery	8,880	395	1,151	6,471	135	31	1	28	11,649	719	258	29,719
Communication expenses	36,061	1,404	4,237	27,308	535	291	12	101	44,009	2,974	891	1,17,824
Legal & professional charges	47,892	1,905	5,715	36,057	713	353	15	136	59,099	3,939	1,215	1,57,039
Medical fees	7,200	282	840	5,451	108	58	2	20	8,790	598	179	23,529
Auditors' fees, expenses, etc.												
(a) as auditor	220	11	31	154	3			1	306	17	7	750
(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	195	7	22	151	3	2		1	230	16	4	631
(d) Out of pocket expenses	1								2			3
Advertisement, Publicity and marketing	49,081	1,613	5,113	38,731	709	640	30	120	55,043	4,130	982	1,56,192
Interest & bank charges	2,916	110	343	2,316	44	20	1	8	3,601	251	70	9,680
Recruitment expenses	814	30	93	623	12	8		2	970	67	19	2,639
Information technology expenses	20,448	910	2,651	14,891	311	72	2	63	26,800	1,655	593	68,396
Service tax *	332	10	4,373	10,943	226	7		-17	385	30	6	16,293
Stamp duty on policies	13,734	521	1,577	16,551	204	155	5	70	16,388	1,129	332	50,665
Depreciation	29,477	1,236	3,656	21,861	443	166	6	87	37,407	2,407	797	97,544
Business promotion expenses	1,45,478	239	77,800	2,504	1,243.3	311		1.9	1,95,877	3,390	27.9	4,25,600
Other expenses	45,582	1,914	5,440	36,706	742	578	13	462	62,777	4,454	1,179	1,59,849
	9,70,056	32,766	1,79,933	6,16,059	12,053	6,319	215	2,618	12,18,483	73,374	20,509	31,32,383