

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

L-6 - OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

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	5,77,591	10,733	72,075	3,56,664	1,166	8,566	29,150	9,260	12,65,546	79,670	2,572	24,12,993
Travel, conveyance and vehicle running expenses	42,648	852	4,674	28,044	92	686	2,061	716	86,723	6,216	193	1,72,906
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	1,50,265
Repairs	33,459	682	3,830	22,439	74	545	1,822	586	69,274	5,049	162	1,37,922
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	1,14,773
Legal & professional charges	52,834	1,076	6,034	34,812	117	860	2,858	923	1,09,278	7,958	255	2,17,005
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	(1,51,725)	1,240	1,60,616	10,997	309	1,66,964
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	1,25,474
Service tax	(17)	-	-	88	-	-	-	-	(4)	-	-	67
Stamp duty on policies	8,725	638	2,038	1,28,036	-	110	4,176	3	32,449	500	1	1,76,676
Depreciation	39,747	796	4,381	26,203	86	641	1,951	671	81,011	5,819	182	1,61,488
Business promotion expenses	60,988	-	(1,128)	1,352	-	-	-	-	1,40,766	-	-	2,01,978
Other expenses	40,867	903	3,924	28,708	118	1,367	2,056	908	84,706	6,257	234	1,70,047
Total	10,79,377	19,943	1,20,913	7,67,173	2,113	16,223	-1,00,699	16,603	23,28,406	1,42,281	4,537	43,96,868

For the period 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	18,94,464	31,465	1,73,989	10,43,406	3,312	26,220	38,200	23,549	36,83,161	2,12,777	5,457	71,36,001
Travel, conveyance and vehicle running expenses	1,18,615	2,172	10,532	71,388	229	1,810	2,636	1,625	2,22,526	14,685	377	4,46,595
Training expenses	45,876	490	6,186	17,376	52	408	595	367	1,06,377	3,314	85	1,81,127
Rent, rates & taxes	1,19,129	2,181	10,578	71,697	230	1,817	2,648	1,632	2,23,490	14,749	378	4,48,529
Repairs	1,07,049	1,960	9,505	64,427	206	1,633	2,379	1,467	2,00,827	13,253	340	4,03,046
Printing & stationery	22,258	407	1,976	13,396	43	340	495	305	41,757	2,756	71	83,803
Communication expenses	85,954	1,574	7,632	51,731	166	1,311	1,910	1,178	1,61,253	10,641	273	3,23,622
Legal & professional charges	1,67,804	3,072	14,899	1,00,992	323	2,560	3,730	2,299	3,14,805	20,775	533	6,31,792
Medical fees	42,164	772	3,744	25,376	81	643	937	578	79,102	5,220	134	1,58,751
Auditors' fees, expenses, etc.												
(a) as auditor	1,186	22	105	714	2	18	26	16	2,226	147	4	4,467
(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	1,135
(d) Out of pocket expenses	-	-	-	-	-	-	-	-	-	-	-	-
Advertisement, Publicity and marketing	1,44,008	2,636	12,786	86,670	278	2,197	3,201	1,973	2,70,163	17,829	457	5,42,199
Interest & bank charges	12,206	223	1,084	7,346	24	186	271	167	22,899	1,511	39	45,956
Recruitment expenses	1,872	34	166	1,127	4	29	42	26	3,512	232	6	7,049
Information technology expenses	93,978	1,721	8,344	56,560	181	1,434	2,089	1,288	1,76,306	11,635	298	3,53,834
Service tax	3,599	51	214	16,177	3	204	64.62	17	3,758	364	-	24,387
Stamp duty on policies	22,794	1,766	4,530	2,65,895	-	280	4,176	4	76,122	1,122	1	3,76,690
Depreciation	1,12,665	2,063	10,004	67,807	217	1,719	2,504	1,544	2,11,363	13,948	358	4,24,191
Business promotion expenses	88,890	-	(2,570)	1,799	-	-	-	-	1,85,717	-	-	2,73,835
Other expenses	1,24,589	2,570	11,268	81,243	348	2,467	2,673	2,424	2,44,386	17,032	533	4,89,532
Total	32,09,402	55,184	2,84,999	20,45,308	5,699	45,280	68,520	40,463	62,30,314	3,62,026	9,345	1,23,56,541

SBI LIFE INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

L-6 - OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

For the quarter ended December 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	4,19,327	9,372	20,424	3,66,024	3,516	4,559	81	16,689	9,97,459	1,02,175	3,229	19,42,856
Travel, conveyance and vehicle running expenses	27,426	607	1,402	23,733	229	321	5	1,085	59,946	6,088	210	1,21,052
Training expenses	5,704	124	1,030	5,077	50	56	1	235	30,137	841	45	43,301
Rent, rates & taxes	29,692	657	1,518	25,688	247	345	6	1,174	65,007	6,602	227	1,31,163
Repairs	22,124	486	1,131	19,197	184	288	4	874	47,118	4,790	169	96,366
Printing & stationery	9,634	210	493	8,387	80	138	2	380	19,969	2,032	74	41,399
Communication expenses	27,570	610	1,410	23,860	230	325	5	1,090	60,193	6,114	211	1,21,616
Legal & professional charges	42,268	937	2,161	36,540	352	476	8	1,672	93,215	9,464	323	1,87,417
Medical fees	16,014	348	818	13,912	133	245	3	632	32,420	3,323	123	67,970
Auditors' fees, expenses, etc.												
(a) as auditor	179	4	9	153	1	1		7	429	43	1	829
(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	163	4	8	142	1	3		6	326	33	1	687
(d) Out of pocket expenses	-	-	-	-	-	-	-	-	-	-	-	-
Advertisement, Publicity and marketing	29,317	644	1,499	25,434	244	379	6	1,158	62,568	6,360	224	1,27,834
Interest & bank charges	2,869	63	147	2,494	22	39	1	114	6,068	618	22	12,457
Recruitment expenses	858	18	44	753	7	15		34	1,648	168	7	3,553
Information technology expenses	23,090	511	1,181	19,978	192	269	4	913	50,522	5,131	177	1,01,969
Service tax *	4,121	49	320	2,547	8	106	6	8	8,447	555	-	16,168
Stamp duty on policies	12,227	263	622	47,776	102	200	2	489	25,635	2,591	95	90,001
Depreciation	27,155	595	1,388	23,587	226	367	5	1,072	57,279	5,825	208	1,17,708
Business promotion expenses	73,611	217	20,480	1,524	(135)			-	7,46,609	16,471	-	8,58,776
Other expenses	35,774	882	1,941	33,609	337	766	7	1,684	79,274	8,180	308	1,62,762
Total	8,09,122	16,599	58,027	6,80,417	6,163	8,763	147	29,315	24,44,270	1,87,407	5,655	42,45,884

For the period ended December 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	15,48,951	30,530	83,771	12,75,883	11,922	31,076	299	56,478	29,62,068	2,86,768	11,090	62,98,836
Travel, conveyance and vehicle running expenses	95,418	1,996	4,876	84,289	789	2,057	20	3,738	1,68,712	17,286	734	3,79,914
Training expenses	24,407	473	2,170	20,138	189	492	5	894	63,945	3,809	176	1,16,697
Rent, rates & taxes	1,03,951	2,175	5,312	91,826	860	2,241	22	4,072	1,83,799	18,832	800	4,13,889
Repairs	69,623	1,456	3,558	61,502	576	1,501	14	2,727	1,23,102	12,613	536	2,77,208
Printing & stationery	27,062	566	1,383	23,911	224	583	6	1,060	47,849	4,903	208	1,07,754
Communication expenses	95,524	1,998	4,881	84,383	790	2,059	20	3,742	1,68,900	17,305	735	3,80,337
Legal & professional charges	1,51,979	3,179	7,766	1,34,253	1,257	3,276	32	5,954	2,68,720	27,533	1,169	6,05,117
Medical fees	41,321	866	2,090	36,390	342	893	8	1,622	72,634	7,503	319	1,63,987
Auditors' fees, expenses, etc.												
(a) as auditor	848	18	43	749	7	18		33	1,499	154	7	3,376
(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	390	8	20	345	3	8		15	690	71	3	1,554
(d) Out of pocket expenses	-	-	-	-	-	-	-	-	-	-	-	-
Advertisement, Publicity and marketing	93,030	1,946	4,754	82,179	769	2,005	19	3,644	1,64,499	16,853	716	3,70,405
Interest & bank charges	8,637	179	443	7,642	66	187	2	340	15,334	1,572	67	34,470
Recruitment expenses	1,634	34	83	1,443	14	35		64	2,889	296	13	6,506
Information technology expenses	80,655	1,687	4,122	71,248	667	1,739	17	3,160	1,42,609	14,612	620	3,21,134
Service tax *	11,104	128	751	16,072	18	364	6	27	16,203	1,087	-	45,761
Stamp duty on policies	36,556	752	1,855	1,64,969	303	883	8	1,456	64,530	6,569	283	2,78,163
Depreciation	82,165	1,719	4,199	72,582	679	1,771	17	3,219	1,45,280	14,885	632	3,27,148
Business promotion expenses	1,89,951	305	44,635	2,245	(2)			-	12,64,685	21,034	-	15,22,854
Other expenses	1,08,063	2,550	5,797	1,03,308	1,031	3,087	17	4,955	2,10,816	21,209	932	4,61,764
Total	27,71,271	52,567	1,82,510	23,35,356	20,506	54,275	509	97,200	60,88,752	4,94,892	19,037	1,21,16,875