

FORM NL-7-OPERATING EXPENSES SCHEDULE

Name of the Insurer: ICICI Lombard General Insurance Company Limited

Registration No. 115 dated August 03, 2001  
(CIN) U67200MH2000PLC129408

OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

|    | Particulars  | Fire          | Marine         |                |                |                  | Miscellaneous    |                  |                         |                          |                |                |                   |                  |                  |                 |                 |                     | Total            |                |
|----|--|---------------|----------------|----------------|----------------|------------------|------------------|------------------|-------------------------|--------------------------|----------------|----------------|-------------------|------------------|------------------|-----------------|-----------------|---------------------|------------------|----------------|
|    |  |               | Marine Cargo   | Marine Others  | Marine Total   | Motor OD         | Motor TP         | Motor Total      | Worksmens' Compensation | Public/Product Liability | Engineering    | Aviation       | Personal Accident | Health Insurance | Credit Insurance | Crop Insurance  | Others          | Total Miscellaneous |                  |                |
|    |  |               | For Q4 2016-17 | For Q4 2016-17 | For Q4 2016-17 | For Q4 2016-17   | For Q4 2016-17   | For Q4 2016-17   | For Q4 2016-17          | For Q4 2016-17           | For Q4 2016-17 | For Q4 2016-17 | For Q4 2016-17    | For Q4 2016-17   | For Q4 2016-17   | For Q4 2016-17  | For Q4 2016-17  | For Q4 2016-17      |                  | For Q4 2016-17 |
|    |  | (₹ '000)      | (₹ '000)       | (₹ '000)       | (₹ '000)       | (₹ '000)         | (₹ '000)         | (₹ '000)         | (₹ '000)                | (₹ '000)                 | (₹ '000)       | (₹ '000)       | (₹ '000)          | (₹ '000)         | (₹ '000)         | (₹ '000)        | (₹ '000)        | (₹ '000)            | (₹ '000)         | (₹ '000)       |
| 1  | Employees' remuneration & welfare benefits             | 42,823        | 37,409         | 426            | 37,835         | 3,19,692         | 2,71,127         | 5,90,819         | 14,472                  | 1,692                    | 22,498         | 9,204          | 46,501            | 2,04,394         | 1,937            | 51,570          | 69,580          | 10,12,667           | 10,93,325        |                |
| 2  | Travel, conveyance and vehicle running expenses        | 5,099         | 3,094          | 41             | 3,135          | 14,656           | 12,614           | 27,270           | 2,147                   | 321                      | 2,542          | 688            | 2,599             | 12,933           | 233              | 12,766          | 4,746           | 66,245              | 74,479           |                |
| 3  | Training expenses                                      | 450           | 954            | 21             | 975            | 7,916            | 6,536            | 14,452           | 169                     | 23                       | 232            | 172            | 1,045             | 4,454            | 7                | 1,575           | 1,361           | 23,490              | 24,915           |                |
| 4  | Rents, rates & taxes*                                  | 4,352         | 3,422          | 17             | 3,439          | 59,721           | 50,653           | 1,10,374         | 1,476                   | 166                      | 2,257          | 1,400          | 7,174             | 32,033           | 96               | 64,856          | 13,259          | 2,33,091            | 2,40,882         |                |
| 5  | Repairs & maintenance                                  | 2,067         | 1,614          | 2              | 1,616          | 24,292           | 20,726           | 45,018           | 981                     | 106                      | 1,072          | 703            | 3,459             | 14,640           | 82               | 5,815           | 5,929           | 77,805              | 81,488           |                |
| 6  | Printing & stationery                                  | 282           | 228            | (1)            | 227            | 6,599            | 5,568            | 12,167           | 170                     | 20                       | 151            | 112            | 1,325             | 5,596            | 17               | 731             | 931             | 21,220              | 21,729           |                |
| 7  | Communication  | 1,741         | 1,411          | (2)            | 1,409          | 27,954           | 23,878           | 51,832           | 777                     | 76                       | 944            | 618            | 2,384             | 8,583            | 40               | 4,090           | 5,003           | 74,347              | 77,497           |                |
| 8  | Legal & professional charges                           | 2,873         | 2,545          | (4)            | 2,541          | 53,116           | 44,859           | 97,975           | 1,212                   | 84                       | 1,540          | 1,155          | 7,787             | 11,272           | 6,205            | 1,54,629        | 9,256           | 2,91,115            | 2,96,529         |                |
| 9  | Auditors' fees, expenses etc                           |               |                |                |                |                  |                  |                  |                         |                          |                |                |                   |                  |                  |                 |                 |                     |                  |                |
|    | (a) as auditor   | 107           | 112            | 2              | 114            | 1,574            | 1,311            | 2,885            | 37                      | 5                        | 54             | 38             | 212               | 935              | 2                | 430             | 301             | 4,899               | 5,120            |                |
|    | (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                              | 11            | 11             | 1              | 12             | 60               | 52               | 112              | 2                       | -                        | 5              | 3              | 11                | 65               | -                | 23              | 21              | 242                 | 265              |                |
| 10 | Advertisement and publicity                            | 3,035         | 2,664          | (11)           | 2,653          | 1,00,777         | 85,238           | 1,86,015         | 1,840                   | 168                      | 1,769          | 1,631          | 11,287            | 33,103           | 26               | (2,525)         | 13,051          | 2,46,365            | 2,52,053         |                |
| 11 | Interest & Bank Charges                                | 665           | 667            | 9              | 676            | 12,967           | 11,049           | 24,016           | 291                     | 36                       | 351            | 270            | 1,731             | 6,276            | 9                | 207             | 2,167           | 35,354              | 36,695           |                |
| 12 | Others   |               |                |                |                |                  |                  |                  |                         |                          |                |                |                   |                  |                  |                 |                 |                     |                  |                |
|    | (a) Business support services                          | 19,725        | 18,575         | 19             | 18,594         | 6,67,702         | 5,65,262         | 12,32,964        | 13,250                  | 1,276                    | 11,793         | 11,428         | 82,906            | 2,53,053         | 147              | 1,371           | 91,386          | 16,99,574           | 17,37,893        |                |
|    | (b) Sales promotion                                    | 10,397        | 9,993          | 85             | 10,078         | 2,43,679         | 2,07,966         | 4,51,645         | 5,379                   | 617                      | 5,700          | 4,634          | 31,910            | 1,12,851         | 109              | 17,169          | 37,484          | 6,67,498            | 6,87,973         |                |
|    | (c) Miscellaneous expenses                             | 1,768         | 2,017          | 73             | 2,090          | (18,952)         | (14,814)         | (33,766)         | (66)                    | 72                       | 673            | 56             | (1,135)           | (11,327)         | 42               | (18,426)        | 528             | (63,349)            | (59,491)         |                |
| 13 | Depreciation   | 2,736         | 2,556          | 19             | 2,575          | 42,082           | 35,570           | 77,652           | 977                     | 113                      | 1,404          | 1,000          | 5,603             | 24,303           | 40               | 10,987          | 8,064           | 1,30,143            | 1,35,454         |                |
| 14 | Service tax on premium account                         | -             | -              | -              | -              | -                | -                | -                | -                       | -                        | -              | -              | -                 | -                | -                | -               | -               | -                   | -                |                |
|    | <b>TOTAL</b>   | <b>98,131</b> | <b>87,272</b>  | <b>697</b>     | <b>87,969</b>  | <b>15,63,835</b> | <b>13,27,595</b> | <b>28,91,430</b> | <b>43,114</b>           | <b>4,775</b>             | <b>52,985</b>  | <b>33,112</b>  | <b>2,04,799</b>   | <b>7,13,164</b>  | <b>8,992</b>     | <b>3,05,268</b> | <b>2,63,067</b> | <b>45,20,706</b>    | <b>47,06,806</b> |                |

\* Rent expense is net of rental income of ₹ 7,171 thousand (previous period ₹ 6,846 thousand)

FORM NL-7-OPERATING EXPENSES SCHEDULE

OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

|    | Particulars  | Fire          | Marine         |                |                |                  | Miscellaneous    |                  |                         |                          |                |                |                   |                  |                  |                |                 |                     | Total            |                |
|----|--|---------------|----------------|----------------|----------------|------------------|------------------|------------------|-------------------------|--------------------------|----------------|----------------|-------------------|------------------|------------------|----------------|-----------------|---------------------|------------------|----------------|
|    |  |               | Marine Cargo   | Marine Others  | Marine Total   | Motor OD         | Motor TP         | Motor Total      | Worksmens' Compensation | Public/Product Liability | Engineering    | Aviation       | Personal Accident | Health Insurance | Credit Insurance | Crop Insurance | Others          | Total Miscellaneous |                  |                |
|    |  |               | For Q4 2015-16 | For Q4 2015-16 | For Q4 2015-16 | For Q4 2015-16   | For Q4 2015-16   | For Q4 2015-16   | For Q4 2015-16          | For Q4 2015-16           | For Q4 2015-16 | For Q4 2015-16 | For Q4 2015-16    | For Q4 2015-16   | For Q4 2015-16   | For Q4 2015-16 | For Q4 2015-16  | For Q4 2015-16      |                  | For Q4 2015-16 |
|    |  | (₹ '000)      | (₹ '000)       | (₹ '000)       | (₹ '000)       | (₹ '000)         | (₹ '000)         | (₹ '000)         | (₹ '000)                | (₹ '000)                 | (₹ '000)       | (₹ '000)       | (₹ '000)          | (₹ '000)         | (₹ '000)         | (₹ '000)       | (₹ '000)        | (₹ '000)            | (₹ '000)         | (₹ '000)       |
| 1  | Employees' remuneration & welfare benefits             | 20,351        | 29,673         | 1,445          | 31,118         | 2,69,949         | 2,13,008         | 4,82,957         | 11,250                  | (662)                    | 12,543         | 5,036          | 38,381            | 1,97,279         | 2,120            | 2,817          | 61,736          | 8,13,457            | 8,64,926         |                |
| 2  | Travel, conveyance and vehicle running expenses        | 2,187         | 2,836          | 138            | 2,974          | 20,351           | 15,952           | 36,303           | 1,377                   | (93)                     | 1,362          | 392            | 2,746             | 20,157           | 313              | 3,023          | 6,697           | 72,277              | 77,438           |                |
| 3  | Training expenses                                      | 220           | 266            | 13             | 279            | 4,581            | 3,606            | 8,187            | 81                      | (5)                      | 138            | 135            | 557               | 2,577            | 78               | 118            | 707             | 12,573              | 13,072           |                |
| 4  | Rents, rates & taxes*                                  | 3,854         | 5,596          | 267            | 5,863          | 84,661           | 66,964           | 1,51,625         | 1,616                   | (14)                     | 2,379          | 1,455          | 9,457             | 44,358           | 95               | 3,219          | 11,948          | 2,26,138            | 2,35,855         |                |
| 5  | Repairs & maintenance                                  | 1,621         | 1,558          | 76             | 1,634          | 28,597           | 22,458           | 51,055           | 842                     | (53)                     | 1,004          | 468            | 2,510             | 12,564           | 87               | 816            | 5,136           | 74,429              | 77,684           |                |
| 6  | Printing & stationery                                  | 313           | 220            | 12             | 232            | 5,610            | 4,343            | 9,953            | 136                     | (17)                     | 199            | 76             | 881               | 4,582            | 18               | 129            | 1,034           | 16,991              | 17,536           |                |
| 7  | Communication  | 1,636         | 2,019          | 100            | 2,119          | 32,484           | 25,239           | 57,723           | 750                     | (15)                     | 944            | 473            | 3,239             | 13,574           | 56               | 1,393          | 5,039           | 83,176              | 86,931           |                |
| 8  | Legal & professional charges                           | 3,003         | 4,641          | 224            | 4,865          | 45,210           | 35,583           | 80,793           | 1,063                   | (34)                     | 1,798          | 767            | 5,613             | 52,011           | 2,304            | 2,003          | 7,476           | 1,53,794            | 1,61,662         |                |
| 9  | Auditors' fees, expenses etc                           |               |                |                |                |                  |                  |                  |                         |                          |                |                |                   |                  |                  |                |                 |                     |                  |                |
|    | (a) as auditor   | 36            | 47             | 2              | 49             | 2,819            | 2,239            | 5,058            | 43                      | (3)                      | 41             | 42             | 249               | 1,016            | 1                | 151            | 311             | 6,909               | 6,994            |                |
|    | (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                              | 6             | 2              | -              | 2              | 57               | 39               | 96               | 2                       | -                        | 2              | -              | 12                | 61               | -                | 60             | 14              | 247                 | 255              |                |
| 10 | Advertisement and publicity                            | 2,246         | 2,453          | 121            | 2,574          | 1,25,904         | 98,460           | 2,24,364         | 1,904                   | 111                      | 1,468          | 1,508          | 12,617            | 41,268           | 38               | 3,542          | 12,393          | 2,99,213            | 3,04,033         |                |
| 11 | Interest & Bank Charges                                | 353           | 418            | 21             | 439            | 15,506           | 12,113           | 27,619           | 241                     | 12                       | 216            | 190            | 1,583             | 5,224            | 4                | (41)           | 1,586           | 36,634              | 37,426           |                |
| 12 | Others   |               |                |                |                |                  |                  |                  |                         |                          |                |                |                   |                  |                  |                |                 |                     |                  |                |
|    | (a) Business support services                          | 13,394        | 15,378         | 755            | 16,133         | 7,31,177         | 5,71,564         | 13,02,741        | 11,069                  | 877                      | 8,324          | 8,907          | 72,950            | 2,16,222         | 114              | 163            | 70,354          | 16,91,721           | 17,21,248        |                |
|    | (b) Sales promotion                                    | 9,667         | 13,027         | 627            | 13,654         | 3,55,134         | 2,78,762         | 6,33,896         | 5,652                   | 415                      | 5,750          | 4,786          | 36,005            | 1,23,996         | 204              | 1,287          | 37,727          | 8,49,718            | 8,73,039         |                |
|    | (c) Miscellaneous expenses                             | 236           | 266            | 16             | 282            | (12,458)         | (10,019)         | (22,477)         | (147)                   | (30)                     | 62             | (206)          | (917)             | 8,018            | 7                | (1,669)        | (853)           | (18,212)            | (17,694)         |                |
| 13 | Depreciation   | 2,230         | 2,892          | 142            | 3,034          | 48,563           | 37,984           | 86,547           | 855                     | (95)                     | 1,386          | 643            | 5,334             | 27,743           | 43               | 1,781          | 6,811           | 1,31,048            | 1,36,312         |                |
| 14 | Service tax on premium account                         | -             | -              | -              | -              | -                | -                | -                | -                       | -                        | -              | -              | -                 | -                | -                | -              | -               | -                   | -                |                |
|    | <b>TOTAL</b>   | <b>61,353</b> | <b>81,292</b>  | <b>3,959</b>   | <b>85,251</b>  | <b>17,58,145</b> | <b>13,78,295</b> | <b>31,36,440</b> | <b>36,734</b>           | <b>394</b>               | <b>37,616</b>  | <b>24,672</b>  | <b>1,91,217</b>   | <b>7,70,650</b>  | <b>5,482</b>     | <b>18,792</b>  | <b>2,28,116</b> | <b>44,50,113</b>    | <b>45,96,717</b> |                |

\* Rent expense is net of rental income of ₹ 6,846 thousand (previous period ₹ 6,292 thousand)

PERIODIC DISCLOSURES

FORM NL-7-OPERATING EXPENSES SCHEDULE

Name of the Insurer: ICICI Lombard General Insurance Company Limited

Registration No. 115 dated August 03, 2001  
(CIN) U67200MH2000PLC129408

OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

|    | Particulars  | Fire            | Marine          |               |                 | Miscellaneous    |                  |                    |                         |                          |                 |                 |                   |                  |                  |                 |                  |                     | Total              |            |
|----|--|-----------------|-----------------|---------------|-----------------|------------------|------------------|--------------------|-------------------------|--------------------------|-----------------|-----------------|-------------------|------------------|------------------|-----------------|------------------|---------------------|--------------------|------------|
|    |  |                 | Marine Cargo    | Marine Others | Marine Total    | Motor OD         | Motor TP         | Motor Total        | Worksmens' Compensation | Public/Product Liability | Engineering     | Aviation        | Personal Accident | Health Insurance | Credit Insurance | Crop Insurance  | Others           | Total Miscellaneous |                    |            |
|    |  |                 | FY 2016-17      | FY 2016-17    | FY 2016-17      | FY 2016-17       | FY 2016-17       | FY 2016-17         | FY 2016-17              | FY 2016-17               | FY 2016-17      | FY 2016-17      | FY 2016-17        | FY 2016-17       | FY 2016-17       | FY 2016-17      | FY 2016-17       | FY 2016-17          |                    | FY 2016-17 |
|    |  | (₹ '000)        | (₹ '000)        | (₹ '000)      | (₹ '000)        | (₹ '000)         | (₹ '000)         | (₹ '000)           | (₹ '000)                | (₹ '000)                 | (₹ '000)        | (₹ '000)        | (₹ '000)          | (₹ '000)         | (₹ '000)         | (₹ '000)        | (₹ '000)         | (₹ '000)            | (₹ '000)           | (₹ '000)   |
| 1  | Employees' remuneration & welfare benefits             | 1,45,051        | 1,81,264        | 5,413         | 1,86,677        | 13,58,312        | 10,93,342        | 24,51,654          | 54,749                  | 10,535                   | 72,381          | 36,282          | 2,07,064          | 8,25,325         | 8,203            | 1,61,932        | 3,08,725         | 41,36,850           | 44,68,578          |            |
| 2  | Travel, conveyance and vehicle running expenses        | 13,453          | 14,432          | 434           | 14,866          | 74,777           | 60,198           | 1,34,975           | 5,968                   | 1,165                    | 6,565           | 2,597           | 13,661            | 67,268           | 814              | 41,028          | 24,922           | 2,98,963            | 3,27,282           |            |
| 3  | Training expenses                                      | 1,456           | 2,382           | 71            | 2,453           | 20,660           | 16,627           | 37,287             | 431                     | 80                       | 718             | 439             | 2,799             | 11,330           | 22               | 3,153           | 3,877            | 60,136              | 64,045             |            |
| 4  | Rents, rates & taxes*                                  | 16,771          | 20,365          | 595           | 20,960          | 2,56,251         | 2,06,203         | 4,62,454           | 5,616                   | 1,032                    | 8,340           | 5,475           | 32,074            | 2,09,099         | 374              | 2,26,707        | 46,177           | 9,97,348            | 10,35,079          |            |
| 5  | Repairs & maintenance                                  | 10,376          | 10,810          | 314           | 11,124          | 1,14,185         | 91,852           | 2,06,037           | 3,897                   | 723                      | 5,126           | 3,157           | 17,964            | 72,488           | 325              | 23,356          | 27,448           | 3,60,521            | 3,82,021           |            |
| 6  | Printing & stationery                                  | 1,561           | 1,769           | 52            | 1,821           | 26,088           | 20,997           | 47,085             | 595                     | 111                      | 772             | 503             | 4,679             | 19,855           | 49               | 4,151           | 4,193            | 81,993              | 85,375             |            |
| 7  | Communication  | 8,153           | 9,946           | 271           | 10,217          | 1,34,613         | 1,08,168         | 2,42,781           | 3,388                   | 562                      | 4,200           | 2,925           | 16,613            | 59,788           | 225              | 16,618          | 23,734           | 3,70,834            | 3,89,204           |            |
| 8  | Legal & professional charges                           | 13,153          | 17,394          | 512           | 17,906          | 2,15,746         | 1,73,640         | 3,89,386           | 5,714                   | 1,077                    | 6,519           | 4,397           | 30,744            | 1,65,633         | 17,387           | 2,80,109        | 35,403           | 9,36,369            | 9,67,428           |            |
| 9  | Auditors' fees, expenses etc                           |                 |                 |               |                 |                  |                  |                    |                         |                          |                 |                 |                   |                  |                  |                 |                  |                     |                    |            |
|    | (a) as auditor   | 349             | 449             | 14            | 463             | 5,029            | 4,048            | 9,077              | 111                     | 22                       | 170             | 114             | 675               | 2,994            | 6                | 1,259           | 888              | 15,316              | 16,128             |            |
|    | (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                              | 36              | 46              | 2             | 48              | 134              | 112              | 246                | 6                       | 2                        | 16              | 7               | 31                | 215              | 1                | 105             | 56               | 685                 | 769                |            |
| 10 | Advertisement and publicity                            | 13,518          | 17,319          | 371           | 17,690          | 4,29,906         | 3,44,976         | 7,74,882           | 7,477                   | 929                      | 7,672           | 7,173           | 48,888            | 1,49,922         | 171              | 15,041          | 54,640           | 10,66,795           | 10,98,003          |            |
| 11 | Interest & Bank Charges                                | 2,277           | 2,928           | 70            | 2,998           | 60,400           | 48,488           | 1,08,888           | 1,116                   | 153                      | 1,243           | 1,084           | 7,259             | 22,514           | 32               | 748             | 8,262            | 1,51,299            | 1,56,574           |            |
| 12 | Others   |                 |                 |               |                 |                  |                  |                    |                         |                          |                 |                 |                   |                  |                  |                 |                  |                     |                    |            |
|    | (a) Business support services                          | 74,796          | 95,862          | 1,639         | 97,501          | 29,22,989        | 23,43,716        | 52,66,705          | 50,110                  | 5,388                    | 45,409          | 47,273          | 3,32,262          | 9,26,791         | 787              | 3,534           | 3,57,291         | 70,35,550           | 72,07,847          |            |
|    | (b) Sales promotion                                    | 37,744          | 48,403          | 1,031         | 49,434          | 11,74,665        | 9,42,473         | 21,17,138          | 21,072                  | 2,610                    | 21,466          | 19,962          | 1,37,771          | 4,20,660         | 470              | 36,859          | 1,52,580         | 29,30,588           | 30,17,766          |            |
|    | (c) Miscellaneous expenses                             | 4,274           | 5,537           | 212           | 5,749           | (3,933)          | (2,802)          | (6,735)            | 427                     | 243                      | 1,773           | 577             | 1,681             | 28,129           | 93               | 27,904          | 5,008            | 59,100              | 69,123             |            |
| 13 | Depreciation   | 11,209          | 14,312          | 429           | 14,741          | 1,70,182         | 1,37,022         | 3,07,204           | 3,630                   | 701                      | 5,485           | 3,700           | 22,403            | 97,633           | 201              | 39,198          | 29,045           | 5,09,200            | 5,35,150           |            |
| 14 | Service tax on premium account                         | -               | -               | -             | -               | -                | -                | -                  | -                       | -                        | -               | -               | -                 | -                | -                | -               | -                | -                   | -                  |            |
|    | <b>TOTAL</b>   | <b>3,54,177</b> | <b>4,43,218</b> | <b>11,430</b> | <b>4,54,648</b> | <b>69,60,004</b> | <b>55,89,060</b> | <b>1,25,49,064</b> | <b>1,64,307</b>         | <b>25,333</b>            | <b>1,87,855</b> | <b>1,35,665</b> | <b>8,76,568</b>   | <b>30,79,644</b> | <b>29,160</b>    | <b>8,81,702</b> | <b>10,82,249</b> | <b>1,90,11,547</b>  | <b>1,98,20,372</b> |            |

\* Rent expense is net off rental income of ₹ 27,999 thousand (previous year ₹ 26,489 thousand)

FORM NL-7-OPERATING EXPENSES SCHEDULE

OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

|    | Particulars  | Fire            | Marine          |               |                 | Miscellaneous    |                  |                    |                         |                          |                 |                 |                   |                  |                  |                 |                 |                     | Total              |            |
|----|--|-----------------|-----------------|---------------|-----------------|------------------|------------------|--------------------|-------------------------|--------------------------|-----------------|-----------------|-------------------|------------------|------------------|-----------------|-----------------|---------------------|--------------------|------------|
|    |  |                 | Marine Cargo    | Marine Others | Marine Total    | Motor OD         | Motor TP         | Motor Total        | Worksmens' Compensation | Public/Product Liability | Engineering     | Aviation        | Personal Accident | Health Insurance | Credit Insurance | Crop Insurance  | Others          | Total Miscellaneous |                    |            |
|    |  |                 | FY 2015-16      | FY 2015-16    | FY 2015-16      | FY 2015-16       | FY 2015-16       | FY 2015-16         | FY 2015-16              | FY 2015-16               | FY 2015-16      | FY 2015-16      | FY 2015-16        | FY 2015-16       | FY 2015-16       | FY 2015-16      | FY 2015-16      | FY 2015-16          |                    | FY 2015-16 |
|    |  | (₹ '000)        | (₹ '000)        | (₹ '000)      | (₹ '000)        | (₹ '000)         | (₹ '000)         | (₹ '000)           | (₹ '000)                | (₹ '000)                 | (₹ '000)        | (₹ '000)        | (₹ '000)          | (₹ '000)         | (₹ '000)         | (₹ '000)        | (₹ '000)        | (₹ '000)            | (₹ '000)           | (₹ '000)   |
| 1  | Employees' remuneration & welfare benefits             | 91,374          | 1,51,486        | 7,036         | 1,58,522        | 11,27,001        | 9,06,438         | 20,33,439          | 43,286                  | 4,514                    | 54,547          | 32,258          | 1,50,925          | 6,84,497         | 7,861            | 78,400          | 2,59,740        | 33,49,467           | 35,99,363          |            |
| 2  | Travel, conveyance and vehicle running expenses        | 9,362           | 13,925          | 647           | 14,572          | 77,019           | 61,808           | 1,38,827           | 5,359                   | 563                      | 5,568           | 2,875           | 12,085            | 64,645           | 1,285            | 22,151          | 26,539          | 2,79,897            | 3,03,831           |            |
| 3  | Training expenses                                      | 948             | 1,721           | 80            | 1,801           | 15,018           | 12,052           | 27,070             | 316                     | 32                       | 569             | 398             | 1,757             | 7,630            | 90               | 510             | 2,737           | 41,109              | 43,858             |            |
| 4  | Rents, rates & taxes*                                  | 11,696          | 19,309          | 896           | 20,205          | 2,30,221         | 1,84,771         | 4,14,992           | 4,823                   | 496                      | 7,043           | 5,204           | 23,848            | 1,05,769         | 325              | 12,149          | 34,062          | 6,08,711            | 6,40,612           |            |
| 5  | Repairs & maintenance                                  | 7,322           | 9,087           | 420           | 9,507           | 1,00,869         | 80,917           | 1,81,786           | 3,416                   | 350                      | 4,436           | 2,933           | 12,287            | 53,820           | 431              | 6,872           | 21,708          | 2,88,039            | 3,04,868           |            |
| 6  | Printing & stationery                                  | 1,630           | 2,365           | 110           | 2,475           | 29,186           | 23,426           | 52,612             | 670                     | 69                       | 978             | 675             | 4,228             | 19,085           | 58               | 1,678           | 4,695           | 84,748              | 88,853             |            |
| 7  | Communication  | 6,283           | 10,250          | 470           | 10,720          | 1,51,659         | 1,21,531         | 2,73,190           | 3,364                   | 320                      | 4,103           | 3,445           | 13,990            | 53,909           | 226              | 6,358           | 22,713          | 3,81,618            | 3,98,621           |            |
| 8  | Legal & professional charges                           | 10,439          | 16,519          | 772           | 17,291          | 1,63,366         | 1,31,288         | 2,94,654           | 3,391                   | 372                      | 6,002           | 3,579           | 19,959            | 1,35,194         | 15,971           | 73,711          | 27,332          | 5,80,165            | 6,07,895           |            |
| 9  | Auditors' fees, expenses etc                           |                 |                 |               |                 |                  |                  |                    |                         |                          |                 |                 |                   |                  |                  |                 |                 |                     |                    |            |
|    | (a) as auditor   | 294             | 496             | 23            | 519             | 5,263            | 4,226            | 9,489              | 107                     | 11                       | 173             | 123             | 584               | 2,697            | 7                | 309             | 794             | 14,294              | 15,107             |            |
|    | (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                              | 21              | 28              | 1             | 29              | 305              | 242              | 547                | 7                       | 1                        | 10              | 7               | 40                | 183              | -                | 76              | 53              | 924                 | 974                |            |
| 10 | Advertisement and publicity                            | 7,916           | 14,049          | 616           | 14,665          | 4,57,262         | 3,65,910         | 8,23,172           | 7,353                   | 593                      | 6,713           | 8,345           | 41,730            | 1,39,157         | 136              | 6,444           | 49,925          | 10,83,568           | 11,06,149          |            |
| 11 | Interest & Bank Charges                                | 1,206           | 2,129           | 95            | 2,224           | 59,396           | 47,544           | 1,06,940           | 973                     | 81                       | 955             | 1,112           | 5,496             | 18,696           | 20               | 598             | 6,660           | 1,41,531            | 1,44,961           |            |
| 12 | Others   |                 |                 |               |                 |                  |                  |                    |                         |                          |                 |                 |                   |                  |                  |                 |                 |                     |                    |            |
|    | (a) Business support services                          | 39,056          | 70,714          | 3,053         | 73,767          | 26,84,157        | 21,47,380        | 48,31,537          | 42,324                  | 3,318                    | 35,898          | 48,209          | 2,40,038          | 7,54,226         | 500              | 739             | 2,84,246        | 62,41,035           | 63,53,858          |            |
|    | (b) Sales promotion                                    | 23,310          | 41,025          | 1,819         | 42,844          | 11,81,575        | 9,45,786         | 21,27,361          | 19,156                  | 1,589                    | 18,597          | 21,715          | 1,08,815          | 3,68,753         | 471              | 9,737           | 1,30,700        | 28,06,894           | 28,73,048          |            |
|    | (c) Miscellaneous expenses                             | 1,272           | 2,129           | 102           | 2,231           | 685              | 641              | 1,326              | 169                     | 31                       | 610             | 177             | 845               | 25,561           | 32               | 30,550          | 1,965           | 61,266              | 64,769             |            |
| 13 | Depreciation   | 10,603          | 17,767          | 826           | 18,593          | 1,99,179         | 1,59,923         | 3,59,102           | 3,950                   | 415                      | 6,273           | 4,523           | 21,812            | 99,407           | 247              | 11,017          | 29,333          | 5,36,079            | 5,65,275           |            |
| 14 | Service tax on premium account                         | -               | -               | -             | -               | -                | -                | -                  | -                       | -                        | -               | -               | -                 | -                | -                | -               | -               | -                   | -                  |            |
|    | <b>TOTAL</b>   | <b>2,22,732</b> | <b>3,72,999</b> | <b>16,966</b> | <b>3,89,965</b> | <b>64,82,161</b> | <b>51,93,883</b> | <b>1,16,76,044</b> | <b>1,38,664</b>         | <b>12,755</b>            | <b>1,52,475</b> | <b>1,35,578</b> | <b>6,58,439</b>   | <b>25,33,229</b> | <b>27,660</b>    | <b>2,61,299</b> | <b>9,03,202</b> | <b>1,64,99,345</b>  | <b>1,71,12,042</b> |            |

\* Rent expense is net off rental income of ₹ 26,489 thousand (previous year ₹ 24,421 thousand)