

FORM NL-7-OPERATING EXPENSES SCHEDULE

Name of the Insurer: ICICI Lombard General Insurance Company Limited

Registration No. 115 dated August 03, 2001

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 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	For Q4 2018-19	
	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)
1 Employees' remuneration & welfare benefits	38,427	66,823	361	67,184	273,360	349,561	622,921	7,081	8,703	10,279	790	94,767	421,323	2,805	35,311	3,342	1,207,322	1,312,933	
2 Travel, conveyance and vehicle running expenses	3,811	8,083	59	8,142	24,613	39,151	63,764	821	1,703	1,184	48	7,730	43,583	468	13,432	1,753	134,486	146,439	
3 Training expenses	836	1,020	7	1,027	9,181	10,712	19,893	212	48	354	26	1,986	8,557	15	925	977	32,993	34,856	
4 Rents, rates & taxes*	3,413	3,244	19	3,263	62,584	74,032	136,616	832	319	1,411	(5)	10,617	36,642	55	(11,558)	2,214	177,143	183,819	
5 Repairs & maintenance	3,593	2,354	24	2,378	45,603	56,092	101,695	887	416	1,511	111	10,533	41,396	67	6,658	2,701	165,975	171,946	
6 Printing & stationery	784	715	7	722	10,681	12,966	23,647	179	115	342	32	2,802	9,928	26	1,363	1,016	39,450	40,956	
7 Communication	2,308	1,757	18	1,775	20,477	25,958	46,435	409	305	898	59	23,184	29,849	67	2,752	3,765	107,723	111,806	
8 Legal & professional charges	10,940	9,378	68	9,446	82,451	101,781	184,232	1,216	631	4,625	149	33,343	86,160	7,870	53,527	14,989	386,742	407,128	
9 Auditors' fees, expenses etc																			
(a) as auditor	49	19	-	19	808	1,110	1,918	12	4	18	(2)	117	524	-	20	(52)	2,559	2,627	
(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	9	18	-	18	90	97	187	2	3	7	1	15	115	1	12	16	359	386	
10 Advertisement and publicity	13,638	5,319	25	5,344	96,366	129,467	225,833	1,434	231	4,252	78	125,191	215,544	83	1,303	77,165	651,114	670,096	
11 Interest & Bank Charges	758	534	5	539	28,615	34,445	63,060	223	45	325	22	4,303	15,089	7	991	1,583	85,648	86,945	
12 Others																			
(a) Business support services	612	148	2	150	(113,609)	(73,423)	(187,032)	(97)	49	13	8	261	4,857	9	370	(326)	(181,888)	(181,126)	
(b) Sales promotion	48,208	42,441	47	42,488	1,032,607	1,202,540	2,235,147	21,189	2,976	20,766	132	134,387	213,416	348	15,156	(30,829)	2,612,688	2,703,384	
(c) Miscellaneous expenses	(89)	(621)	(5)	(626)	3,267	3,680	6,947	45	(13)	38	(6)	195	6,043	(3)	929	(548)	13,627	12,912	
13 Depreciation	2,892	3,720	31	3,751	43,761	51,565	95,326	712	306	1,270	39	6,632	28,250	45	5,168	2,032	139,780	146,423	
14 Service tax and GST on premium account	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>TOTAL</b>	<b>130,189</b>	<b>144,952</b>	<b>668</b>	<b>145,620</b>	<b>1,620,855</b>	<b>2,019,734</b>	<b>3,640,589</b>	<b>35,157</b>	<b>15,841</b>	<b>47,293</b>	<b>1,482</b>	<b>456,063</b>	<b>1,161,276</b>	<b>11,863</b>	<b>126,359</b>	<b>79,798</b>	<b>5,575,721</b>	<b>5,851,530</b>	

\* Rent expense is net of rental income of ` 4,655 thousand (previous period ` 4,993 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 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	For Q4 2017-18	
	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)
1 Employees' remuneration & welfare benefits	64,185	21,858	194	22,052	(170,770)	92,395	(78,375)	(8,516)	28,365	34,188	(3,576)	290,492	548,208	2,328	41,537	219,555	1,074,206	1,160,443	
2 Travel, conveyance and vehicle running expenses	7,942	1,511	48	1,559	(11,419)	16,811	5,392	(1,692)	4,153	4,535	591	20,537	49,041	288	11,138	17,825	111,808	121,309	
3 Training expenses	780	600	5	605	3,665	4,750	8,415	29	81	342	(28)	1,608	5,932	10	445	2,325	19,159	20,544	
4 Rents, rates & taxes*	5,225	5,768	86	5,854	88,114	79,614	167,728	1,317	370	3,068	824	26,326	61,002	133	(38,914)	24,831	246,685	257,764	
5 Repairs & maintenance	3,245	(999)	43	(956)	24,599	44,013	68,612	416	1,272	2,001	122	21,262	48,880	128	8,824	14,626	166,143	168,432	
6 Printing & stationery	381	400	4	404	9,007	9,279	18,286	144	74	253	29	2,055	6,272	12	1,129	1,594	29,848	30,633	
7 Communication	4,276	(187)	20	(167)	(18,946)	(2,219)	(21,165)	(585)	487	1,859	(463)	41,353	77,580	56	5,328	63,770	168,220	172,329	
8 Legal & professional charges	7,127	5,784	42	5,826	63,561	74,645	138,206	769	1,474	3,762	(29)	16,525	77,056	6,183	46,892	48,658	339,496	352,449	
9 Auditors' fees, expenses etc																			
(a) as auditor	62	86	-	86	1,505	1,244	2,749	25	-	43	5	194	869	2	235	267	4,389	4,537	
(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	15	11	1	12	12	13	25	1	10	19	9	4	21	(1)	(1)	14	101	128	
10 Advertisement and publicity	10,407	(2,948)	8	(2,940)	(7,164)	95,771	88,607	(2,426)	(550)	327	(3,266)	52,569	218,748	28	25,862	279,878	659,777	667,244	
11 Interest & Bank Charges	(677)	(1,040)	(10)	(1,050)	14,512	14,525	29,037	(309)	(97)	(343)	(477)	3,441	11,593	(12)	137	11,586	54,556	52,829	
12 Others																			
(a) Business support services	(39,762)	(50,468)	(203)	(50,671)	953,574	382,967	1,336,541	(13,019)	(2,815)	(17,588)	(20,143)	(163,403)	(562,688)	(721)	840	(228,512)	328,492	238,059	
(b) Sales promotion	45,045	10,238	(72)	10,166	(372,932)	40,140	(332,792)	8,599	969	18,224	(9,704)	245,627	457,727	103	(7,223)	381,660	763,190	818,401	
(c) Miscellaneous expenses	993	422	(198)	224	6,583	8,595	15,178	(13)	(845)	(849)	(4,100)	2,702	(22,201)	53	(4,275)	(30,475)	(44,825)	(43,608)	
13 Depreciation	1,838	2,231	13	2,244	36,129	32,031	68,160	598	15	1,262	60	5,499	25,854	52	5,903	9,928	117,331	121,413	
14 Service tax on premium account	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>TOTAL</b>	<b>111,082</b>	<b>(6,733)</b>	<b>(19)</b>	<b>(6,752)</b>	<b>620,030</b>	<b>894,574</b>	<b>1,514,604</b>	<b>(14,662)</b>	<b>32,963</b>	<b>51,103</b>	<b>(40,146)</b>	<b>566,791</b>	<b>1,003,894</b>	<b>8,642</b>	<b>97,857</b>	<b>817,530</b>	<b>4,038,576</b>	<b>4,142,906</b>	

\* Rent expense is net of rental income of ` 4,993 thousand (previous period ` 8,356 thousand)

FORM NL-7-OPERATING EXPENSES SCHEDULE

Name of the Insurer: ICICI Lombard General Insurance Company Limited

Registration No. 115 dated August 03, 2001

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 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19	FY 2018-19		FY 2018-19
		(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)
1	Employees' remuneration & welfare benefits	139,222	365,686	5,945	371,631	1,169,026	1,434,154	2,603,180	33,695	45,104	56,622	6,945	568,147	1,373,177	11,235	190,376	319,419	5,207,900	5,718,753	
2	Travel, conveyance and vehicle running expenses	12,992	40,462	700	41,162	88,106	124,898	213,004	3,311	7,354	5,522	590	42,311	102,849	1,397	51,778	26,414	454,530	508,684	
3	Training expenses	2,202	3,845	52	3,897	23,276	24,631	47,907	509	163	958	155	5,743	21,351	43	4,041	4,837	85,707	91,806	
4	Rents, rates & taxes*	14,091	18,559	308	18,867	221,739	229,453	451,192	3,699	1,437	6,804	637	46,217	137,818	280	254,851	37,191	940,126	973,084	
5	Repairs & maintenance	12,752	11,073	242	11,315	138,029	159,564	297,593	3,305	2,030	6,057	837	42,490	113,978	379	29,086	29,775	525,530	549,597	
6	Printing & stationery	2,206	2,441	41	2,482	30,525	32,787	63,312	556	279	1,058	123	8,627	27,569	62	5,903	4,722	112,211	116,899	
7	Communication	7,877	8,656	162	8,818	75,201	85,163	160,364	1,550	1,143	3,442	345	65,290	93,024	228	13,864	39,346	378,596	395,291	
8	Legal & professional charges	45,065	37,747	637	38,384	272,809	305,124	577,933	4,531	2,526	21,862	1,289	81,812	262,656	34,196	337,367	126,885	1,451,057	1,534,506	
9	Auditors' fees, expenses etc																			
	(a) as auditor	411	520	9	529	6,249	6,140	12,389	109	34	203	20	935	3,642	7	1,223	871	19,433	20,373	
	(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	41	59	3	62	181	181	362	5	11	30	10	35	223	1	26	53	756	859	
10	Advertisement and publicity	19,255	12,603	127	12,730	525,277	718,441	1,243,718	3,540	765	5,663	269	88,389	276,456	168	875	204,259	1,824,102	1,856,087	
11	Interest & Bank Charges	2,377	2,406	28	2,434	91,848	99,703	191,551	751	129	1,128	66	17,743	48,511	30	2,744	23,297	285,950	290,761	
12	Others																			
	(a) Business support services	3,153	3,521	41	3,562	22,473	47,200	69,673	1,381	249	1,750	100	9,045	26,060	43	6,330	6,212	120,843	127,558	
	(b) Sales promotion	134,977	103,413	484	103,897	2,000,763	2,104,909	4,105,672	53,133	7,793	64,589	1,500	787,157	1,273,942	778	25,524	505,005	6,825,093	7,063,967	
	(c) Miscellaneous expenses	2,859	4,348	53	4,401	5,919	6,723	12,642	271	143	954	50	2,418	24,211	84	1,700	4,798	47,271	54,531	
13	Depreciation	12,095	18,000	297	18,297	178,098	177,727	355,825	3,099	1,142	5,949	585	27,740	108,730	212	33,844	27,508	564,634	595,026	
14	Service tax and GST on premium account	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	TOTAL	411,575	633,339	9,129	642,468	4,849,519	5,556,798	10,406,317	113,445	70,302	182,591	13,521	1,794,099	3,894,197	49,143	959,532	1,360,592	18,843,739	19,897,782	

\* Rent expense is net off rental income of ₹ 19,624 thousand (previous period ₹ 20,155 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 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18	FY 2017-18		FY 2017-18
		(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)	(` 000)
1	Employees' remuneration & welfare benefits	214,671	167,816	3,084	170,900	1,037,740	1,037,227	2,074,967	33,309	41,558	113,080	15,368	456,889	1,168,300	9,394	193,238	444,337	4,550,440	4,936,011	
2	Travel, conveyance and vehicle running expenses	23,716	14,322	307	14,629	68,266	79,140	147,406	3,017	5,685	12,487	2,116	34,447	103,124	980	39,353	36,307	384,922	423,267	
3	Training expenses	2,352	1,879	31	1,910	16,354	14,680	31,034	271	163	1,184	231	3,271	12,330	28	2,172	4,613	55,297	59,559	
4	Rents, rates & taxes*	20,420	24,296	443	24,739	326,956	266,315	593,271	5,854	1,734	10,915	3,837	53,411	167,131	503	70,521	67,531	974,708	1,019,867	
5	Repairs & maintenance	13,316	11,202	275	11,477	161,979	151,368	313,347	3,956	2,332	7,183	2,322	40,855	121,510	436	37,652	41,967	571,560	596,353	
6	Printing & stationery	1,822	2,195	40	2,235	33,939	28,777	62,716	565	206	989	317	5,808	20,610	42	5,891	5,506	102,650	106,707	
7	Communication	11,322	8,123	148	8,271	113,619	101,182	214,801	2,054	1,097	5,755	1,058	55,590	124,636	252	18,725	84,079	508,047	527,640	
8	Legal & professional charges	21,345	22,840	387	23,227	279,895	243,868	523,763	4,828	2,789	11,018	2,626	44,742	190,817	33,925	246,982	86,850	1,148,340	1,192,912	
9	Auditors' fees, expenses etc																			
	(a) as auditor	361	458	8	466	5,954	4,725	10,679	109	28	194	63	742	2,985	8	1,244	1,061	17,113	17,940	
	(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	39	40	2	42	179	145	324	5	12	30	12	31	148	-	37	59	658	739	
10	Advertisement and publicity	25,240	16,051	204	16,255	436,859	441,726	878,585	4,683	606	9,022	1,023	100,055	363,844	272	25,464	338,289	1,721,843	1,763,338	
11	Interest & Bank Charges	1,224	1,398	15	1,413	71,252	58,734	129,986	601	51	771	72	9,515	30,232	19	896	19,076	191,219	193,856	
12	Others																			
	(a) Business support services	16,832	23,709	38	23,747	3,281,562	2,194,808	5,476,370	22,489	1,009	18,953	201	75,673	117,591	75	3,447	51,951	5,767,759	5,808,338	
	(b) Sales promotion	81,798	57,662	315	57,977	855,093	996,566	1,851,659	27,845	3,715	40,435	1,881	374,768	846,762	686	42,522	538,709	3,728,982	3,868,757	
	(c) Miscellaneous expenses	10,613	12,068	142	12,210	28,157	26,233	54,390	1,108	157	3,380	(2,978)	9,422	20,182	271	1,858	(16,576)	71,214	94,037	
13	Depreciation	10,741	12,753	226	12,979	165,935	133,564	299,499	3,008	795	5,778	1,726	21,381	86,915	226	33,482	32,822	485,632	509,352	
14	Service tax on premium account	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	TOTAL	455,812	376,812	5,665	382,477	6,883,739	5,779,058	12,662,797	113,702	61,937	241,174	29,875	1,286,600	3,377,117	47,117	723,484	1,736,581	20,280,384	21,118,673	

\* Rent expense is net off rental income of ₹ 20,155 thousand (previous period ₹ 27,999 thousand)