

Bharti AXA Life Insurance Company Limited

Schedule forming part of the Revenue Account for the Year Ended 31 March, 2010

L-6-OPERATING EXPENSES SCHEDULE

(Rs'000)

Particulars	Individual Participating	Linked Life	Non-Participating			Linked Pension	Total
			Individual Life	Individual Health	Group		
Employees' Remuneration and Welfare Benefits	37,553	2,033,528	33,986	35,251	41,890	452,418	2,634,626
Travel, Conveyance and Vehicle Running Expenses	1,884	101,998	1,705	1,768	5,001	22,692	135,048
Training Expenses	504	27,274	456	473	552	6,068	35,327
Rents, Rates and Taxes	11,859	642,173	10,733	11,132	5,506	142,870	824,273
Repairs	563	30,511	510	529	261	6,788	39,162
Printing and Stationery	2,406	130,292	2,178	2,259	1,608	28,987	167,730
Communication Expenses	1,427	77,297	1,292	1,340	11,454	17,197	110,007
Legal and Professional Charges	38	2,054	34	36	20	457	2,639
Medical Fees	367	19,880	332	345	4,147	4,423	29,494
Auditors' Fees, Expenses etc:							
a) as Auditor	31	1,675	28	29	14	373	2,150
b) as Adviser or in any other capacity, in respect of	-	-	-	-	-	-	-
(i) Taxation Matters	2	117	2	2	1	26	150
(ii) Insurance Matters	-	-	-	-	-	-	-
(iii) Management Services	12	623	10	11	5	139	800
c) in any Other Capacity	2	115	2	2	1	26	148
Advertisement and Publicity	8,586	464,960	7,771	8,057	45,597	103,444	638,415
Interest and Bank Charges	285	15,459	258	268	132	3,439	19,841
Sales Force Recruitment, Training and Incentives	9,295	503,295	8,411	8,721	12,514	111,972	654,208
<u>Others:</u>							
a) Courier	614	33,273	556	577	289	7,403	42,712
b) Facility Maintenance	760	41,143	688	713	352	9,154	52,810
c) Outsourcing Expenses	1,367	74,024	1,237	1,283	633	16,469	95,013
d) Telemarketing expenses	1,601	86,680	1,449	1,503	741	19,285	111,259
e) Information Technology and Related Expenses	4,581	248,048	4,146	4,300	2,120	55,186	318,381
f) Subscription fees	52	2,796	47	48	24	622	3,589
g) Electricity	1,377	74,583	1,246	1,293	637	16,593	95,729
h) Security	615	33,277	556	577	284	7,403	42,712
i) Brokerage	55	2,968	50	51	25	660	3,809
j) Other Professional charges	1,766	95,612	1,598	1,657	826	21,272	122,731
k) Service Tax	3,086	167,098	2,793	2,897	-	37,176	213,050
l) Others	59	3,211	54	56	27	714	4,121
Depreciation / Amortisation	2,952	159,869	2,672	2,771	1,366	35,567	205,197
Total	93,699	5,073,833	84,800	87,949	136,027	1,128,823	6,605,131

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Schedule forming part of the Revenue Account for the Year Ended 31 March, 2009

L-6-OPERATING EXPENSES SCHEDULE

Particulars	Individual Participating	Linked Life	Non-Participating			Linked Pension	Total
			Individual Life	Individual Health	Group		
Employees' Remuneration and Welfare Benefits	77,210	2,100,447	105,494	-	38,595	265,009	2,586,755
Travel, Conveyance and Vehicle Running Expenses	4,535	123,364	6,196	-	9,747	15,565	159,407
Training Expenses	454	12,354	620	-	72	1,559	15,059
Rents, Rates and Taxes	17,679	480,953	24,156	-	2,814	60,681	586,283
Repairs	468	12,725	639	-	74	1,606	15,512
Printing and Stationery	4,588	124,814	6,269	-	1,040	15,748	152,459
Communication Expenses	3,039	82,673	4,152	-	770	10,431	101,065
Legal and Professional Charges	273	7,427	373	-	43	937	9,053
Medical Fees	816	22,190	1,114	-	130	2,800	27,050
Auditors' Fees, Expenses etc:							
a) as Auditor	65	1,765	89	-	10	223	2,152
b) as Adviser or in any other capacity, in respect of	-	-	-	-	-	-	-
(i) Taxation Matters	-	-	-	-	-	-	-
(ii) Insurance Matters	-	-	-	-	-	-	-
(iii) Management Services	-	-	-	-	-	-	-
c) in any Other Capacity	24	654	33	-	4	83	798
Advertisement and Publicity	13,469	365,645	18,553	-	8,082	46,473	452,222
Interest and Bank Charges	416	11,317	568	-	66	1,428	13,795
Sales Force Recruitment, Training and Incentives	10,478	292,053	12,941	-	2,905	33,730	352,107
Others :							
a) Courier	1,523	41,445	2,082	-	243	5,229	50,522
b) Facility maintenance	1,437	39,094	1,963	-	229	4,932	47,655
c) Outsourcing cost	1,974	53,696	2,697	-	314	6,775	65,456
d) Telemarketing expenses	9,298	252,941	12,704	-	1,480	31,913	308,336
e) Information Technology and Related Expenses	4,455	121,201	6,087	-	709	15,292	147,744
f) Subscription fees	50	1,372	69	-	8	173	1,672
g) Electricity	2,640	71,829	3,608	-	420	9,063	87,560
h) Security	1,150	31,291	1,572	-	183	3,948	38,144
i) Brokerage	618	16,811	844	-	98	2,121	20,492
j) Other Professional charges	1,159	31,542	1,584	-	4,319	3,979	42,583
k) Service Tax	-	178,744	-	-	-	10,585	189,329
l) Others	24	660	33	-	4	83	804
Depreciation / Amortisation	5,569	151,494	7,609	-	886	19,114	184,672
Total	163,411	4,630,501	222,049	-	73,245	569,480	5,658,686

(Rs. '000)