

Bharti AXA Life Insurance Company Limited

Schedule forming part of the Revenue Account for Year Ended 31 March, 2013

L-6 - OPERATING EXPENSES SCHEDULE

(Rs.'000)

Particulars	For the Quarter Ended 31 March, 2013	For the Year Ended 31 March, 2013	For the Quarter Ended 31 March, 2012	For the Year Ended 31 March, 2012
Employees' Remuneration and Welfare Benefits	414,736	1,596,532	400,560	1,811,359
Travel, Conveyance and Vehicle Running Expenses	34,377	106,322	29,332	105,221
Training Expenses	4,338	29,176	979	22,385
Rents, Rates and Taxes	136,399	468,322	163,155	653,927
Repairs	8,799	23,955	10,414	39,559
Printing and Stationery	13,905	38,479	6,680	35,155
Communication Expenses	11,919	41,637	6,988	51,240
Legal and Professional Charges	30,748	108,866	25,409	85,774
Medical Fees	11,033	28,409	3,515	9,160
Auditors' Fees, Expenses etc:	-	-	-	-
a) as Auditor	700	2,800	700	2,800
b) as Adviser or in any other capacity, in respect of	-	-	-	-
(i) Taxation Matters	3	152	-	-
(ii) Insurance Matters	-	-	-	-
(iii) Management Services	1	20	(100)	20
c) in any Other Capacity (Out of pocket expenses)	14	40	104	104
Advertisement and Publicity	259,431	704,350	187,996	452,121
Interest and Bank Charges	3,882	13,439	4,419	15,042
Sales related Recruitment, Training and Incentives	115,235	297,580	176,724	330,307
<u>Others:</u>	-	-	-	-
a) Courier	5,044	20,546	6,117	20,973
b) Facility Maintenance	8,590	38,514	13,883	45,581
c) Telemarketing expenses	1,101	33,489	17,707	46,582
d) Information Technology and Related Expenses	95,772	342,757	142,713	340,818
e) Subscription fees	1,301	6,841	(5,120)	7,068
f) Electricity	16,632	58,310	9,493	65,935
g) Security	7,800	32,561	13,495	38,280
h) Policy Issuance & Customer Service	22,243	75,447	16,293	66,709
i) Service Tax	28,325	116,244	38,544	151,004
j) Others	11,849	32,215	6,905	20,838
Depreciation / Amortisation	16,591	69,764	23,487	90,495
Total	1,260,767	4,286,767	1,300,393	4,508,457